

OBJECTIVE

Relational Database Specialist - Applications design, development and support using Visual Foxpro, SQL Server, .NET and C# on a contract or full-time basis.

EXPERIENCE

Professional Computer Applications Inc. - Wilmington, Delaware **1/86 - present**
Founder and President Custom application development and implementation on contract for a variety of small to medium sized businesses, as well as departments within multi-national companies.

All applications below are relational databases developed by John Wrage while at PC Applications Inc.

■ Accountants

Three accounting firms in the Wilmington area have benefited from PCA consulting in the areas of systems development and hardware acquisition.

■ Advertising

An advertising firm in Wilmington is using their PCA developed application to collect and report competitors advertising efforts, methods and costs to their clients. Another New Jersey firm uses a PCA developed application to detect name and address redundancy in their database.

■ Chemicals

1. The state of New York records over 44,000 petroleum samples per year in Albany, Syracuse and Poughkeepsie on a PCA developed application that merges this data with test results sent by modem from a laboratory in Houston, Texas producing reports for legislators and law enforcement.
2. An AstraZeneca Laboratory just south of Wilmington is using their inventory control application developed by PCA to keep track of substances used by their chemists in the development of new products.
3. A PCA developed system is being used in Iowa by DuPont to process, through linear regression, instrument output data regarding the carbon/nitrogen content of seed samples.
4. PCA services were used by DuPont to upgrade their shop floor control system.

■ Computer Aided Design

One client, who develops engineering drawings by computer, also uses their computer to keep track of projects, drawings produced and financial information including time tracking and invoicing with a PCA developed system.

■ Entertainment

A client with approximately 50 locations in shopping malls across the country uses their PCA application to maintain all corporate financial and inventory records for some 3500 video games. Data for machines and payroll is collected on a weekly basis with hand-held devices and input by phone to the system.

■ Insurance

A Philadelphia insurance company uses their PCA application to project and print employee pension plans.

■ Manufacturing

1. A manufacturing firm in Philadelphia establishes job and inventory control by retaining their bill of materials on a PCA developed system.
2. A PCA application is being used by a manufacturer in Wilmington for order entry, inventory control, job scheduling, costing and invoicing.

■ Medical

1. Anesthesiologist: Data is retained on the system regarding patients, surgeons, activities and chemicals used for each operation.
2. Optometrist: Detailed patient, inventory and financial data is kept for contact lenses.
3. Pharmaceutical Testing: Records are kept for patients across the country participating in new drug tests.
4. Health Maintenance Organization: Large databases are downloaded and maintained using PCA developed systems.

■ **Mutual Funds**

Mutual Funds are submitting their N-SAR reports to the Securities and Exchange Commission over the Internet through an application developed by PCA.

■ **Network Integration**

Verizon Network Integration is using PCA developed applications for their internal order tracking and financial information management.

■ **Restaurants**

A company with two restaurants uses a PCA developed application to keep track of all financial data for both locations and inventory information telling when and how much food to order.

■ **Telemarketing**

Several PCA applications are being used on the Wide Area Network of a telemarketing firm in Wilmington.

■ **Vending**

Two systems have been implemented in Baltimore and southern Delaware, each with unique capabilities including the following:

1. Product inventory down to the quantity of product per column of each machine is maintained and route tickets are produced as required by the delivery schedule.
2. Inventory is kept for the stockroom where orders may be generated by the system and physical inventory done when necessary.
3. Complete accounting records are kept by the system.
 - Product pricing and revenue by product, machine or location.
 - Commission checks are produced along with 1099's at tax time.
 - Asset depreciation is figured by the system based upon acquire date and initial cost.

■ **Miscellaneous**

1. A courier service in Philadelphia uses their PCA developed application for all accounting functions handling over 140 delivery tickets per day and invoicing 1400 clients on a weekly basis.
2. Hardware and software consulting has been provided to service stations and automobile maintenance clients, sign and graphics houses, real estate investors and contractors, a golf pro and the states of Delaware and New York.
3. New Castle County Public Schools, The Opportunity Center of Wilmington for the Handicapped and North Wilmington's State Representative have received systems consulting from PCA on a volunteer basis. Being the only computerized political campaign in the state of Delaware, PCA offices became campaign headquarters and national TV networks were calling for statistics regarding Federal Senate races.
4. Training has been provided by PCA for other software development companies.

AstraZeneca - Wilmington, Delaware

1/84 - 12/85

Business Systems Analyst Management Information Services Department

Responsible for the design of an on-line quality control system to operate in conjunction with the existing shop floor control system. Implementation of an on-line maintenance management and storeroom inventory control system for approximately 230 users at eleven plants.

General Electric Company

12/79 - 12/83

Information Systems Specialist Computer and Information Systems Operation, Erie, Pennsylvania

Responsible for Locomotive Marketing Division information systems, as well as planning and implementation of an automated material storage and retrieval system for a remote plant manufacturing diesel engines. Implementation of an on-line inventory control system for 60 storerooms.

Hardware and Facility Planner Computer and Information Systems Operation, Erie, Pennsylvania

Responsible for the long-range planning of the data center at this plant with annual sales of \$750m. Coordinated contract engineering and construction activities for a data processing facility expansion. Issued equipment upgrade orders totaling \$5m to support Stockroom, Shop Floor Control and Capacity Requirements Planning systems.

Manufacturing Industry Market Development Specialist GE Information Services Co., Rockville, MD.

Developed procedures and strategies for the introduction of a new Manufacturing Resource Planning System.

General Electric Manufacturing Management Program

1/78 - 12/79

Production Supervisor Meter Business Department, Somersworth, New Hampshire

Responsible for the production, coordination and supervision of 22 hourly employees during start-up of the automatic meter reading and control microprocessor venture business.

Associate Consultant GE Corporate Consulting Services, Bridgeport, Connecticut

Participated with a senior consultant in the data collection, analysis and report writing of an organizational review resulting in annual savings of \$1.4m for the client division.

Project Coordinator Aerospace Instrument and Electrical Systems Department, Erie, Pennsylvania

Responsible for planning, coordination and implementation of manufacturing activities during the development and proposal phases associated with a new electrical system for use on commercial aircraft.

Program Administrator Transportation Systems Business Division, Erie, Pennsylvania

Responsible for the implementation and administration of a plant-wide (12,000 employees) safety incentive program resulting in a 15% reduction of the accident rate.

EDUCATION BA in Economics at Carleton College in Northfield, Minnesota

1972

General Electric Manufacturing Management Program, Consultative Problem Solving, Effective Cash Management, Application of Microcomputer Systems, Material Requirements Planning, EDP Operations Effective Practices & Procedures, Database Concepts and Systems

PERSONAL Married with a daughter pursuing her education also at Carleton College. Licensed pilot with interests including sailing and skiing.

SUMMARY Developer IBM PC's and compatibles using MS-DOS and Windows; VFP - Visual FoxPro, dBASE III and IV, .NET, C#, SQL Server 2000, Data Warehousing, R&R Relational Report Writer, Aldus PageMaker, spreadsheets and various word processors, assembly language; manufacturing; inventory control; accounting; advertising; chemical data analysis; CAD - computer aided design; insurance; machine vending systems; medical data systems; mutual funds; network integration; restaurants; telemarketing; HMO - health maintenance organizations; hardware selection, installation and integration; training; support