Michael Sklanowsky
Project Manager, Software Engineer, Management Consultant

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As a self-employed businessman and as an employee, I've worked with more than 200 private and public sector clients for over 40 years. These include all sizes of enterprises and individual entrepreneurs: lawyers, accountants, physicians, the Los Angeles Unified School District, Franklin/Templeton Mutual Funds, Franklin Otis Booth (17 yrs) the Forbes Magazine “Accidental Billionaire”. Otis and his best friend and business partner Charlie Munger bankrolled Warren Buffett to create Berkshire Hathaway. Further interesting engagements were for a magazine publisher, a wholesale bakery, an employment recruiting firm, an accounts receivables factor, the US Navy.

Current capabilities: Develop business plans and operating strategies to improve computer and communications systems and procedures. Work closely with management and users which include public internet users to discover issues related to integrating sales, marketing, finance, accounting, and regulatory functions. Possess technical and managerial skills to improve business processes with respect to functionality, reliability, scalability, availability, security. Perform equipment and software selection. Propose and manage budgets. Develop software. Communicate well in written and in oral form.

My specialties include: accounting, analytics, billing, budgeting, business plans, customer relations, database administration, electronic data exchange, feasibility studies. I have information systems proficiency in multiple current languages including PHP, SQL, java, javascript, json to CSV data, Microsoft Excel, Python math modeling, R Language. I have installed networks, created user experiences for optimized smartphone, tablet, desktop displays and order forms. I write proposals, deliver sales presentations, demos, seminars. I'm a believer in using best practices to achieve software and IT system reliability through strategic planning and management consultation.

Major Accomplishments

Director of Information Services
R&D LABORATORIES, INC.
Marina Del Rey, CA

R&D Labs was a very successful pharmaceuticals company that developed and marketed molecular level nutrition products for patients with severe kidney disease. I directed company IS and IT operations. Managed and supported the rapid growth of our biotech company from startup to its acquisition.
R&D Labs → Watson Pharma → Allergan → Abbott NYSE: ABBVIE

Successfully integrated all business units including Sales, Marketing, Finance, Accounting. Conceived and administered cost effective IT solutions for multiple remote locations. Proposed, purchased and managed the rapid deployment of business software solutions for

Sales Force Automation
Customer Relationship Management
Accounting/Supply Chain Management
Patient Clinical Trials

Developed internet search engine strategies and delivered pharmaceuticals industry conference seminars on “white hat” SEO techniques. R&D Labs was the Number 1 search result using every major search engine pertaining to kidney disease, renal dialysis, nutritional products for diabetes.

MEGAMATA is a business I founded in 1983 to sell “Law Time Management” professional time and billing package which a colleague and I wrote for the then brand new IBM PC. At our peak, we had 1000 clients using the software.

IWERKS ENTERTAINMENT: (1994) Consultant/IS Manager. Publicly held manufacturing firm in the "virtual reality" business: motion based theaters, rides, film special effects (Robo Cop, Aliens). Novell Network Supervisor - 200 nodes, 3 servers including Macintosh network. Proposed and implemented job cost software to enhance the capabilities of Platinum/PAMS Advanced Manufacturing System. Integrated Human Resources, Accounting, Payroll, Manufacturing Job Cost functions. Required in-depth knowledge of manufacturing accounting procedures, network and application software internals, enterprise-wide data bases including Btrieve, MS Access MDB, Clipper DBF. IS staff provided day-to-day support and training of users: computers, networks, operating and application software.

FRANKLIN/TEMPLETON MUTUAL FUNDS: (1995-1996) System Architect. Developed Institutional Funds Transfer software to handle real time “wire trades” of purchases and redemptions. Fund value exceeded $140 billion. Handled 200 internal users at Windows work stations. Account validation and balance confirmation functions occured through Netware IPXODI gateways to IBM 390’s in Philadelphia and Fort Lauderdale. Implemented IBM 3270 terminal “screen scraping” via IRMA/Attachmate and Rabbit HLLAPI emulators. Developed work group secure data bases, transaction logging, recovery rollback in a Novell 4.1 environment. Developed migration strategies and procedures to UNIX based (AIX) Sybase Client Server, TCP IP communications on an IBM RS6000 platform.

SECURITIES FIRM (Broker / Dealer): CIO/Consultant. Reported to CEO. Managed 17 employees including Director of Data Processing, Director of Office Automation, Director of Telecommunications. Developed technical specifications and led team which automated order entry at nationwide locations on PCs to a central trading desk. This included trading in all securities including stocks, bonds, commodities. Key features included due diligence reporting, customer qualification limits for specific transactions. Created interfaces to Quotron 2000 terminals. Communicated with Merrill Lynch IBM 3090 in New York for order execution and trade confirmations. DEC/VAX, PC’s.

MORTGAGE BROKER: Wrote a consumer loan qualification package installed at over 900 sites across the country. Developed Loan Processing, Collections, Trust Accounting applications.

LOS ANGELES UNIFIED SCHOOL DISTRICT: Consultant to Office of Superintendent Expert witness: “Crawford vs Board of Education”, school busing case. Created district-wide data bases which integrated information on schools, employees, student test scores, racial mix, teacher qualifications. Developed sophisticated applications: transportation models for school buses, budget, accounting, payroll, personnel, student data systems. Mainframe computers.

KPMG (Formerly John F. Forbes, CPA's) Los Angeles
Supervisor, Management Advisory Services (4 yrs)

Audited client data processing departments and recommended accounting controls. Performed feasibility studies. Recommended computer hardware and software systems to clients. Developed business plans related to manufacturing, hospitals, law firms, public sector clients including LA Schools, LA County.

UNISYS Los Angeles
Sales Engineer, Major Systems (5 yrs)

Provided pre-sale and post-sale technical support for state, local government, academic customers. Defined data processing requirements, hardware, software, project staffing to support on-line information systems using telecommunications and very large data bases. Wrote proposals, presented seminars, gave capabilities demonstrations. Installed communications and operating software. Member of sales team which closed deals for mainframe equipment and services to the State of Washington DMV, LA County, Orange County, the LA Unified School District in competition with IBM.

CALTECH, JET PROPULSION LABORATORY
Systems Engineer - Flight Operations (3 yrs)

Specified computer hardware, software, staffing requirements to support Mariner satellite mission to Mars. Participated in the design and integration of satellite communications, world-wide tracking, telemetry acquisition, flight modeling, photo imaging, planet mapping systems. Wrote very complex trajectory software. Credited with performing the calculations and aiming on-board cameras to take the first photographs of Phobos, a moon of Mars.

BUSINESS KNOWLEDGE

Pharmaceuticals Industry Business Practices
Securities Industry Front Office / Back Office / Real Time Trading.
Manufacturing order entry, invoicing: direct interface to inventory, job cost.
Bill of Material processing, shop floor controls.
"Intermediate" General Accounting: GL, AP, AR, PR, Fixed Asset, GAAP, SEC reports.
Time/Expense billing, practice management for Lawyers, Accountants, Consultants.
Hospital/Medical/Healthcare systems.
Supermarket marketing analysis.
Mortgage loan processing and pre-qualification.
Magazine subscription fulfillment, advertising accounting.
Statistical packages, actuarial analysis.

SOFTWARE ENGINEERING KNOWLEDGE

Real-time communication protocols
Spacecraft trajectory simulation.
Discrete and Continuous Event modeling.
Los Angeles School Bus "linear programming" transportation model.
RAMSIM Reliability and Maintainability modeling US Navy ship systems.