



**Flagler County Board of County Commissioners
General Application for Volunteer Advisory Boards and Committees**

Please Return to: Christie Mayer, CPS/CAP
1769 E. Moody Blvd., Building 2, Suite 302, Bunnell, FL 32110
fax: (386) 313-4101; phone (386) 313-4094 ♦ email: cmayer@flaglercounty.org

Name: Greg Federline

Date: 12 October 2011

Mailing Address: 26 Kingfisher Lane, Palm Coast, Florida 32137

Physical Address: 26 Kingfisher Lane, Palm Coast, Florida 32137

County of Residence: Flagler

Voter ID: 117294156

Home Phone: (386) 447-9917 Cell Phone: _____ Fax: _____

Email: gregf@cfl.rr.com

Years in Flagler: 3

**Advisory Boards or Committees Applying For: Economic Opportunity Council,
High Tech Business**

**Describe your training and / or experience that would make you a good fit for
this position:**

I am applying to serve on Flagler County's new Economic Opportunity Council (High Tech Business). I have Bachelors Degrees in Electrical Engineering and Computer Science from George Washington University and a Masters Degree in Computer Science from Johns Hopkins University. I have over 25 years of executive management experience with small and large technology firms including Hughes, L-3, and Litton. I have also pursued continuing education throughout my career including completion of an Executive Development

Program in Finance from the Wharton School. I am also certified as a Florida State Energy Rater. The diversity of my education and experience in technology, engineering, system development, sales and marketing make me well qualified to contribute to the development of strategies for sustainable economic growth in the county.

My extensive accomplishments, which are reflected in the attached resume, arise from several factors which will also be important in guiding the Economic Opportunity Council. My demonstrated initiative and foresight have enabled me to identify market segments and niches suitable for my organization thus affording me a sustainable competitive advantage in the market place. I have demonstrated my ability to spot underlying factors which are essential for successful outcomes and the foresight and the leadership to assemble teams and plans for solutions ahead of the competition. These are all attributes of a proven, skilled leader which will be important in guiding Flagler County toward sustainable economic growth.

Other key success attributes for Council members include the ability to coordinate, negotiate, and create win/win solutions for all involved parties. I led several merger and acquisition projects which were successful not only from a financial standpoint but also from a human resources standpoint. I have successfully negotiated settlements for legacy contracts and established strategic alliances with vendors. I also served on an advisory board to a college. A Council member must also be comfortable in the world of small business as well as large corporations. I played a key role in growing a small business of 25 people to over 2000. I have experience in forming a start up company as well as experience establishing global partnerships.

I led a company's participation in the Federal Small Business and Innovative Research Program winning several contracts.

I participated on the Northern Virginia Technology Council, the largest technology council in the nation. Based on the diversity of my experience, I contributed to the Council's public policy advocacy on a broad range of technology issues at the state and regional levels. This laid the basis for input to Federal issues as they relate to workforce and education concerns. I led the

company's Small Business and Innovative Research Program winning several contracts.

Council members should also demonstrate the desire for a challenge and interest or curiosity in a range of opportunities. It is important to re-engineer the Flagler economy into a diversified engine that retains strong tourism and construction sectors but no longer rises and falls with these sectors. The Council must examine the dynamics of growth in the county. Many complicated factors make up the business climate and must be examined in an integrated fashion. If the Board enjoys a strong business/private balance with good diversity such an examination will be possible. Florida has a strong industry specific training program. The U.S. Chamber of Commerce recently ranked Florida No. 1 in the nation for such programs. We must take advantage of attributes which give us a competitive advantage.

In summary, I believe that my knowledge of technology and its future direction, my skills in negotiation and collaboration, knowledge of associated factors and my enthusiasm to create a strong economic environment in Flagler County where my family has made its home make me an excellent candidate to serve on the Council for Economic Opportunity.

Education: Bachelors Degrees in Electrical Engineering and Computer Science from George Washington University and a Masters Degree in Computer Science from Johns Hopkins University

Business (name & type): N/A

Business Address: N/A

Business Phone: N/A

Position: N/A

Professional Organizations: Institute of Electrical and Electronics Engineers (IEEE), Association for Computing Machinery (ACM), Florida Energy Gauge Rater, and Florida Green Building Coalition

Have you ever served on a Flagler County appointed board or committee?

YES _____ NO If so, please identify those on which you have served.

Advisory Board / Committee

Dates Served

_____ N/A _____

_____ N/A _____

References may be secured from the following individuals:

- | | |
|-----------------------|-----------------------|
| 1. Name: Saul Portner | Phone: (561) 434-2922 |
| 2. Name: Tom Boswell | Phone: (802) 747-9010 |
| 3. Name: Jeff Shockey | Phone: (717) 515-8096 |

If appointed, I will attend meetings in accordance with the adopted policies of Flagler County. If at any time my business or professional interests conflict with the interests of the advisory board or committee, I will not participate in such deliberations. I understand that if appointed, I will serve at the pleasure of the Board of County Commissioners.



Signature of Applicant

Additional information may be attached to this form.

Resume attached

Greg Federline

Senior Executive, Technology Director for Software
Development and Systems Integration

(301) 520-6545 (C)
(386) 447-9917 (H)

Palm Coast, FL
gregf@cfl.rr.com

**Industry Recognized, Solutions-Driven, Pioneering and Award-Winning Executive
Leader in Technology Solutions, Project Management, Product & Software
Development, and Complex Systems Integration.**

Broad and Diverse Range of Functional Expertise and Industry Experience —

- Developed and customized large software products
- Tested, certified, deployed, and supported software products and systems
- Developed and conducted continuous improvement initiatives
- Obtained ISO 9001-2000 certification for engineering organization
- Applied Statistics and Analytical Methods to improve and predict communication network performance and availability

***Plus over 25 years of accomplishments in emerging technologies and change
management***

- **The capability** to spot the key underlying factors that can make or break a project
- **The foresight** to predict where technology is headed and how it will impact the market
18 to 30 months in the future
- **The leadership** to bring products to market ahead of the competition

Select Growth Accomplishments

- ❑ **Built hardware and software teams** that developed an award winning telecommunications system
- ❑ **Turned two mediocre performing divisions** into one that significantly improved financials including a 30% increase in projected Earnings Before Interest and Taxes, a 20% sales increase and a 25% growth in cash
- ❑ **Led acquisition and merger project** resulting in a 350% sales volume increase from \$20 million to \$70 million, 11% profit upswing, and a 30% reduction in both expense and staff
- ❑ **Developed a two tier strategy** for profitably by closing down an organization while retaining the intellectual property, and by adding a 7% margin on outdated product servicing
- ❑ **Managed sales and product development** as General Manager for a Humvee-mounted satellite communications system that reduced military cargo airlift transportation load requirements in Operation Desert Storm (1st Iraq War) from two full aircraft to half of one aircraft

- ❑ **Increased profit by 11%** during first year of operation by conducting product line cost analyses and reengineering, yielding a 25% total factory cost reduction
- ❑ **Participated in standard development activities** to insure products under development influenced the standard

Assorted Metrics

- Reduced development costs by 30%, and increased maintainability through standardization of methodologies
- Reduced the hardware/software integration and product release development cycle by 20%
- Developed new ISO 9000 Procedures and achieved an immediate 8% inventory cost savings
- Created strategic vendor alliances and realized a 7% factory cost reduction and a projected 50% improvement in net inventory turnover
- Negotiated settlements for two legacy contracts that saved \$18 million for a corporation
- Reduced production costs by 50% and doubled inventory turnover through joint ventures, strategic alliances, and product enhancements
- Established a strategic alliance and OEM Agreement with Hewlett Packard resulting in \$15 million of equipment sales
- Integral role in initial fundraising to secure \$60 million in Venture Capital

Further Notables

- ❑ Developed Data Portal for customer submission of product support issues, performance data, access to training, and deployment of software updates, customer data delivery, and product documentation
- ❑ Guided team to complete the Quality Management System to attain ISO 9000-2001 registration in 8 months in parallel with project activities
- ❑ Won patent for a Frame Relay Codec, which modifies the encoding and/or decoding of the digital data stream based on the characteristics of the analog input
- ❑ Provided engineering design support services to include satellite system design, satellite hub reconfiguration, redesign, refurbishment, and software support
- ❑ Directed design and development of carrier class communication software and hardware to enable Internet and next-generation networks
- ❑ Originated new product technology roadmaps and development plans for new product directions including Softswitches, Signaling System #7 over Internet Protocol, and Voice/Data Portals
- ❑ Consolidated and managed Profit & Loss for a 237-person domestic and international division
- ❑ Directed multi-site embedded software and hardware development projects, off-shore software development, and technical support functions

- ❑ Managed, consolidated, and directed a 100-person Engineering and Operations Division with P&L responsibility for the design and manufacture of both custom and standard satellite and terrestrial communications products
- ❑ Formed a startup company to provide VoIP services to the small business market at a fixed price per user
- ❑ Developed and deployed innovative technical enhancements to the Navy's Command and Control Aircraft's Intercommunications System, including innovative heat removal schemes, new voice processing algorithms, and unique distributed time synchronization techniques

Career History

United States Census Bureau, Daytona, FL Technology Manager	2009-
Mathtech, Inc., McLean, VA Vice President of Communications Division ,	2004-2008
Satellite Networks, Hauppauge, NY General Manager/Vice President,	2001-2004
RadiSys Corporation, Boca Raton, FL Vice President Telecommunications Design Center, FL	2000- 2001
Red Cypress, Gaithersburg, MD Vice President	2000-2000
Litton Advanced Systems, Inc., College Park, MD General Manager/Vice President	1998-2000
Hughes Network Systems, Inc., Germantown, MD Vice President & Asst. General Manager	1985-1998

Education & Development

MS, Computer Science, John Hopkins University
 BS, Electrical Engineering/Computer Science, George Washington University
 Litton Executive Education Program, The Wharton School, University of Pennsylvania
 Florida Certification as Residential Energy Rater

Military Service

United States Army Special Forces