

## J. Scott Fabling

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Senior Executive management experience in general management, strategic planning, business / product development, operations and consultative engineering in start-up and Fortune 50 telecommunication and computer industries.

1. Took new division from \$1.5 million to \$22 million and from 1 to 22 professional service products in 1 year.
2. Led \$1 million regional ad campaign, increasing services awareness from 5% to 45%.
3. Closed and delivering over \$100 million in professional services and mission critical systems.
4. Expert at Business Planning Development and Operational Control Management.

Technologist and innovator with keen business sense who consistently orchestrated dynamic growth in market share and revenue through new product development and delivery of products in a wide variety of industries.

1. Established and initiated \$22 million eGovernment business reengineering Strategic Plan. Designed national IT and Telecom backbone provisioning system realizing \$8 million in cost reduction.
2. Pioneered \$300 million "computer in the classroom" technology for major metropolitan school district.
3. Engineered over \$1 Billion of state-of-the-art engineering and manufacturing IT and Telecom facilities.

Creative problem solver combining expertise in market research, broad-based technical knowledge, excellent team-building and communication skills to optimize results.

1. 400% increase in sales with developing and implementing Professional Services Divisions. Reversed market share decline and increased repeat business with enhanced quality of deliverable value.
2. Engineered numerous extensive and comprehensive "bleeding-edge" technologies into production environment.
3. Program managed over 500 successful projects involving up to 100 sub-contractors in a single project.

### EDUCATION AND CERTIFICATIONS

**Masters of Science**, Management Information Systems - University of Denver

**Bachelors of Science**, Computer Management Sciences and Business - Metropolitan State College of Denver

Insurance Agent – Florida #E186602 – Resigned 2008

Certified Netware Engineer (CNE)

Certified Banyan Engineer (CBE)

### PROFESSIONAL EXPERIENCE

FOURTH DIMENSION INVENTION (FDI), Stuart, FL Oct 2000 - Present

Principal WEB-Enablement Systems Design and Application Development. Consulting engineer to start-up, corporate and governmental. Successfully completed numerous IT and Telecom projects for customers including Coors, Encompass and Chipotle. Increased productivity by 50% while reducing operating costs by \$200K per year. Produced a variety of Special Event and Educational programs including audio / visual and WEB.

COMPUWARE CORPORATION, Englewood, CO Apr 2001 - Oct 2001

Consulting Engineer Contract Placement Data Security Control Organization First Data Corporation, Englewood - DOJ C2 Security - Design New Internet Intrusion Detection Systems Monitoring Center Facilities, Systems, Networking, Furniture, Environmental - WEB Intrusion Detection Group Analysis and Report of Current Environment, Identify Operational Issues and Implement Resolution Plan.

EQUIPMENT CONSULTING, INC. (ECI), Englewood, CO Sep 1998 - Oct 2000

Professional Services Developer and Consulting Engineer Developed / implemented Professional Services Division Business Plan / Marketing / Sales / Products / Delivery - Primary consultant on multiple new facilities and data center construction and corporate IT relocation projects - Provided full life-cycle systems development from physical plant, physical and logical network design through system design and integration and ongoing support Engineered the partnership with SunMOVES, a division of Sun Microsystems, Inc. Lead consultant on Douglas County Colorado Local Government \$22M eGovernment County Business WEB Reengineering project lead of new Chipotle Corporate headquarters construction and relocation.

LANTECH, INC., Englewood, CO Mar 1997 - Aug 1998

Professional Services Developer and Consulting Engineer Developed / implemented Professional Services Division Business Plan / Marketing / Sales / Products / Delivery - Primary engineering consultant for engineering, construction design and implementation of Quantum Corporation Eng. & Mfg. Facilities across Colorado.