

**Richard E. McMullen**

415-377-1096

mcmullen@florin.com

Technology executive with 25 years industry experience, combining both technical and business development expertise in leading-edge environments. Offering value-added support for:

**Information Technology, International Operations,  
and Business Development.**

**Personal Profile:** 25 years of technology management experience.

Educated with university and post-graduate degrees in international economics and business management.

Clients encompass new ventures to multinational organizations.

Extensive international business, education, and residence.  
Bilingual English and French.

Author of articles covering trade and economic development.

Public speaker for management seminars.

**Industries:** Manufacturing - Financial Services – Banking – Telecommunications  
Software Development - Internet Technology - Electronic Commerce

**Principal Clients:** Caterpillar - Charles Schwab - Cisco – EDS  
MCI - Sun Microsystems - Wells Fargo

**Information Technology:**

Interactive Applications - Enterprise Platforms - Systems Integration

Platforms: UNIX (Solaris, AIX, Linux), Windows NT/XP/2003

Languages: C, C++, Shell, Perl, php, Java, J2EE, UML, corba, xml

Databases: Oracle, Sybase, SQLServer, mySQL, OODB

Network: Apache, IIS, TCP/IP, xsl, struts, soap, ssh, snmp

Web: XHTML, CSS2, SEO, DOM, JavaScript, AJAX, Ruby on Rails

**Richard E. McMullen**  
mcmullen@florin.com

**1995 to Present – Florin.com Online Solutions:**

Delivering **full life-cycle** project management for the deployment of interactive network applications and electronic commerce solutions. Comprehensive management services include: business assessment, project funding, systems architecture design, software development and implementation.

Network management projects cover: Implementation of **electronic commerce** sites based on multi-tier distributed systems architecture, real-time transactions, and enterprise systems integration. Construction of **service provider infrastructure** with distributed interactive web sites, email, news groups, and online databases. Creation of **high-volume** (in excess of 1.5 million online transactions per day) databases for business development. Integration of **enterprise** sales automation databases with online applications. Development of online interactive **site builder** software. (Decisive, Vicinity, Sun Microsystems, USWeb, Cisco, WorldCom, others)

**1986 – 1994 - Management Consultant in Information Technology:**

Architect for distributed client-server database applications used by pharmaceutical practices and medical clinics. Developed real-time prescription screening software and **distributed database** application for chemotherapy patients. (EDS)

Managed the deployment of a US\$ 4 billion annual **transactions settlement** and processing environment for currency exchange trading operations, including exposure management and Swift interbank transactions. (Wells Fargo Bank)

Additional systems architecture and implementation roles include: designing and implementing financial accounting, **management reporting**, and equity investment software applications (Citibank, Integrated Resources, Charles Schwab, others). Developing financial consolidations, cash flow projections, and currency options contract trading (Amerada Hess, others). Performing **public seminar presentations** (University of California).

**1980-1985 - W. R. Grace – Finance and Information Technology:**

Managed **capital investment** in information technology and software development for world-wide manufacturing operations. Designed financial analysis and applications methodology. Performed investment analysis and reporting. Designed and created financial consolidations, reporting, and analysis applications for multinational operations.

**Richard E. McMullen**  
mcmullen@florin.com

**International Finance:**

Implementing a \$4 billion **currency transactions** system for a major financial institution. Performing due diligence. Transacting currency exchange hedging. Realized \$1 million gross profit from trading currency call option contracts. Series 7 & 53 securities trading licenses. (Wells Fargo, Amerada Hess, Integrated Resources, others)

Evaluating equity structuring through acquisition, recapitalization, asset spin-off, sale, and revaluation. Performing evaluations of large capital investment projects. Structuring **venture capital** financing. (W.R. Grace, Amerada Hess, Caterpillar, others)

Designing and implementing **financial database** applications. Preparing standard and process cost accounting systems, and energy-use applications.

**Business Development:**

Managing over \$250 million in **capital appropriations** for: facilities construction, production equipment, commercial buildings, research & development, and data center installations. (W.R. Grace)

Supporting business development for multinational product groups. Preparing market and **strategic plans**, competitive assessments and operating estimates for multinational operations.

Coordinating production supply and distribution among international manufacturing locations. Assessing and financing **emerging ventures**. Advising in new product introductions.

Establishing multinational human resource planning and reporting guidelines. Evaluating **compensation programs** and pension trust accounts.

**Education:**

**MBA in International Management** (1980)  
Thunderbird School of Global Management  
Thunderbird Campus & Templeton College, Oxford  
Editor-in-Chief of: *Thunderbird International*.

**Bachelor of Arts in International Economics** (1979)  
University of Illinois at Champaign-Urbana  
Deans' list for academic achievement.

International School of Geneva, Switzerland (1975)  
Alumni Association Board of Directors.