

**RICK GANSLER**  
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**EDUCATION** Boston University, Boston, Mass., Bachelor of Arts, Computer Science, May 1985

**SUMMARY**

**Job Roles:** CTO, Project Manager, Architect, Consultant & Professional Services, Programmer

**Technology:** XML, ASP.NET, SQL, C/C++/C#, HTML, JavaScript, VBScript, HotDocs, Perl

**Project Areas:** Database, Web Applications, eCommerce, Content Management, API development, XML, Desktop (Windows & MacOS), Drivers, Localization/Globalization

**Publications:**

- Globalization and Localization, (White Paper) Granitar Inc., June 2000
- Contributed to article on search engines for Thomson's CTO magazine, 2000
- API for Lotus Notes, *MacTech Magazine*, September 1996
- Porting Between Dissimilar Platforms, *Developer's Insight*, March 1991

**Training:**

- 2005: Salesforce.com 3<sup>rd</sup> party developer training
- 2003: Foundations of Project Management (Babson College)
- 2003: Essential XSLT (DevelopMentor)
- 2002: Microsoft SQL Server 2000 (Learning Tree)
- 1999: Applications of XML (Thomson University)
- 1997: Introduction to Java (IBM Solution Partnership Center)

## EMPLOYMENT EXPERIENCE

3/02 to present **EstateWorks ([www.EstateWorks.com](http://www.EstateWorks.com))** Maynard, Mass.  
**Chief Technology Officer**  
Roles/Responsibilities: system architecture, management of projects and development team, hands on programming/debugging, corporate infrastructure, production system support, sales, trade shows and meetings with client executives, budgets, hiring/firing, presentations to Board of Directors, implementation/testing of disaster recovery plan.

Architected, led team and did extensive hands on programming as company developed EstateWorks, an enterprise-class web based case management and CRM application for the Trust & Estates groups at law firms and banks. The product includes workflow with a customizable checklist, document management, data entry forms, custom reporting and executive dashboards, document assembly (MS Word, Adobe PDF, LexisNexis HotDocs), and integration with other eight third party applications.

Hired and trained a team of six programmers, two QA engineers, Product Manager, customer support and account management, and outsourced work to a consulting firm. Instituted an "evolving" software life cycle process; with each release (2-3 month cycle) there is a more thorough planning phase, and more predictability during the development, QA, and deployment phases.

EstateWorks was launched in March 2003 and is hosted at a data center managed by IBM. The application uses Microsoft ASP and SQL Server, and makes extensive use of XML and XSLT. In addition to the services that IBM provides, third parties monitor the hosted environment: Qualys (to probe daily for vulnerabilities) and Keynote (to monitor uptime and performance).

EstateWorks has more than fifty client firms, including **Bank of America, Ropes & Gray**. Some (e.g. **Merrill Lynch, BofA**) have included large professional services projects and data migration.

9/01 to 3/02 **Satoria Interactive (a consulting firm)** Watertown, Mass.  
**Director of Technology**  
Externally focused: pre-sales, proposal writing, schedule estimation, technical design, project & team management, programming (C++, Perl., XML/XSLT, ASP, JavaScript, SQL). Internally focused: management/troubleshooting/planning of infrastructure systems.

**WebMD:** training app for MDs; **Harvard Business School** [www.hbsventures.com](http://www.hbsventures.com): eCommerce

2/01 to 9/01 **MS2** Boston, Mass.  
**Professional Services**  
Worked with clients to track/automate their Project Life Cycle. Managed deployment of server & client app, conducted training in classroom setting. Worked in close coordination with Sales team.

4/00 to 1/01 **Granitar, Inc.** Natick, Mass.  
**Principal Solutions Architect**  
Analyzed client needs, responded to RFPs, estimated costs, wrote architecture documents and Statements of Work. On **NYTimes.com** project was architect, interacting with engineers, QA, client.

6/97 to 4/00 **First Call (a Thomson Financial company)** Boston, Mass.  
**Applications Architect**  
On team that created DTD for exchange of research and analytic data; presented at meeting with firms such as Morgan Stanley, Lehman Brothers, Salomon Smith Barney.

**Senior Product & Project Manager for International Development**  
Managed team of six programmers. Designed, managed development/deployment of financial web app with Japanese ui and data. Managed development & deployment of web farms for Hong Kong/Singapore/London enabling migration of users from Windows program to web product. Coordinated project to unify code base of English, Japanese, Spanish, Portuguese versions. Coordinated communication and traveled between Boston and Tokyo offices/teams.

1/92 to 6/97 **Boardwalk Software** Boston, Mass.  
**Consultant:** Provided development, project management, business/process analysis, and architecture consulting to firms in a variety of industries. Project and client highlights follow:

4/97 to 6/97 **Scientific American Medicine** New York, NY  
Developed web version of applications that were developed during 7/93 contract.

9/96 to 4/97 **Polaroid - Polaroid Graphics Imaging** Waltham, Mass.  
Debugged printer driver, spooler, and RIP for high-end printer.

6/96 to 9/96 **Massachusetts Institute of Technology – IS Group** Cambridge, Mass.  
Custom FTP app for MIT IS group to create internet based installers for MIT's 4000 MacOS users.

4/96 to 6/96 **Black Diamond** Portsmouth, NH.  
Developed MacOS Control Strip module (PPP dialer) using Metrowerks CodeWarrior.

4/95 to 3/96 **Lotus Development Corporation** Cambridge, Mass.  
Lotus Notes API: wrote sample code, developer doc. Developed app to transfer data from Notes to Apple Newton. Trained teams in using MacOS development tools to (re)build MacOS infrastructure at Lotus. Worked closely with Apple to recruit 3rd parties to implement products using Notes API for Mac. Presented at LotusSphere '96, Apple WWDC '96, wrote article for MacTech Magazine.

3/94 to 5/95 **Gutenberg Systems, (for JVC Information Products)** Andover, Mass.  
Upgrades (in C++) to *Archiver & RomMaker* (developed during 12/92 to 3/93 contract).

1/94 to 2/94 **Digital Equipment Corporation** Nashua, NH  
MacOS *TeamLinks*: Automated & manual testing scenarios, and reported over 200 bugs.

7/93 to 2/94 **Scientific American Medicine** New York, NY  
Continuing Education (CME) software: C++ for Mac, Windows, DOS; high degree of code sharing.

3/93 to 6/93 **Digital Equipment Corporation** Nashua, NH  
Coded in C++ to provide Mac access to VMS servers, improve performance, fix bugs.

1/93 to 3/93 **Gutenberg Systems, (for JVC Information Products)** Andover, Mass.  
Developed MacOS CDR systems in C++, given "Award of Merit" in *Byte* (1/94).

1/92 to 12/92 **Lotus Development Corporation** Cambridge, Mass.  
Japanese *I23/Mac*: Coded i/o of Japanese file formats, conversion to multi-byte character sets.

1/89 to 12/91 **Turning Point Software (a consulting firm)** Boston, Mass.  
**Project Leader & Development Manager**

8/87 to 12/88 **Layered, Inc. (developer of accounting software)** Charlestown, Mass.  
**Software Engineer**

8/85 to 8/87 **Quinsept, Inc. (developer of genealogy software)** Arlington, Mass.  
**Software Engineer**

*Resume last updated: August 2006*

**REFERENCES:** Verbal references available upon request.

“Given the opportunity, I would work for Rick again. As a leader, he has great vision and thinks on his feet. He works smart and possesses a very proactive, results oriented attitude. He is a great mentor and a very reasonable boss. He is a great sounding board and advisor when brainstorming ideas or finding solutions. His technical background and managerial skills make him a great asset.”

*Tammy Moisan, DBA, Monster.com, reported to Rick at EstateWorks*

“Rick is exceptional on sales calls with prospects and clients, and is an extremely creative thinker, who finds solutions for every problem. His contribution was instrumental in EstateWorks' various stages of growth, from initial product concept, development, market launch to securing some of the largest clients in the industry. I really enjoyed working closely with Rick for almost four years.”

*Susan Caverly, VP Sales and Business Development, EstateWorks, Inc., worked with Rick at EstateWorks*

“Rick has that essential blend of technical skills, business savvy and personal drive that make a successful CTO. As my manager, he's given me ample latitude to do my job, while valuing and supporting my ideas. He's great with customers and goes to the nth degree to meet their needs. He works harder than anyone to make a project successful despite all odds.”

*Janice Garity, Product Manager, EstateWorks, reported to Rick at EstateWorks*

“Rick's commitment, drive and enthusiasm for the company and those around him is contagious and rare! He is a credit to any company he works for and to himself. I give Rick the highest recommendation possible! He is a special individual.”

*Vince Ciampi, Sr. VP Sales, Estateworks, worked directly with Rick at EstateWorks*

“Rick is the best manager I have ever worked for. His commitment, both to the product and the company, is admirable. Always supportive of my ideas and suggestions, he trusts me to get the job done without constant interference. Furthermore, I have found Rick to be honest, straightforward, and always receptive to constructive feedback.”

*Jon Fournier, Client Success Manager, EstateWorks, reported to Rick at EstateWorks*

“Rick is smart, insightful, committed and has great communications skills, especially with clients we had who did not have a technology background. He was able to analyze problem situations and create reports that quantified the problem as well as recommend doable solutions. I enjoyed working with Rick and highly recommend him.”

*Harry Bartlett, Principal, Bartlett Communications, LLC, worked with Rick at Satoria Interactive*

“At MS2, a startup company in the PLM space, Rick led some of our most challenging implementations, providing a high level of client service and solving many complex technical challenges. He readily shared his expertise with the professional services team, and assisted other executives in pursuits and product development. I would recommend him as a strong resource.”

*Greg Horne, Director, Deloitte, managed Rick at MS2*

“Rick brings together that rare blend of understanding how technology is advancing and how those advances can help people in their work. To those skills he brings integrity and compassion that draw other people to want to work with him.”

*Edwin Hastings, President, CEO, Chairman, Granitar Incorporated, managed Rick indirectly at Granitar*

“Rick and I were assigned to one of Granitar's most challenging and profitable projects as architects. Rick's technical competence and approach to teaming while sharing responsibilities facilitated the delivery of the project. I recommend hiring Rick and would look forward to an opportunity to partner with him.”

*Damian Rodriguez, Federal Sector Services Manager, CSC, worked directly with Rick at Granitar*

“Rick and I worked on several projects together. I have always found Rick to think "out of the box". He is highly creative, motivated and hard working. He has a "whatever it takes" attitude to get things done. I have found him to be a wonderful team player who also motivates and inspires others around him. I strongly endorse him without any reservations.”

*Fakhruz Zaman, Vice President, State Street Corp, worked with Rick at Granitar*

“I greatly enjoyed working with Rick at Thomson Financial. Rick's strong work ethics, technical expertise, and commitment to producing effective results will serve Rick well.”

*Monica Weiss, VP, Strategic Business Dev't, Mellon Asset Management, worked with Rick at Thomson*