

## GEORGE A. BANAS

### BUSINESS & TECHNOLOGY PROFESSIONAL EXPERIENCE

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**1998 to 2010**      **Lincoln Technology Services, Inc.**      **Tampa, Florida**

*Lincoln Technology Services provides Information Technology, Electronic Commerce and Supply Chain Management implementation services.*

Position: Managing Director, Consultant, Software Developer, Business Analyst

**Clients: 1998 to 2010**      **Tech Data Corporation, Clearwater, Florida**

**2005 to 2006**      **Univar USA, Seattle, Washington**

- Designed and implemented large-scale strategic enhancements to logistics and e-commerce capabilities
- Integrated business system functionality with EDI transactions exchanged with customers, vendors and carriers
- Reengineered business processes to align with the design, development and implementation of technical solutions
- Developed significant expertise in physical product distribution and efficient warehouse management
- Conducted and presented business and technical documentation in meetings with senior executives and managers
- Prepared detailed documentation of system requirements, impact analysis, detail design, testing and verification
- Built EDI capabilities in conjunction with management and developers at Dell, IBM, Cisco, CDW, FedEx, Insight
- Authored and programmed customized software concerning order mgmt, distribution and e-commerce systems
- Managed client engagement, supervised IT professionals, negotiated contract terms, performed billing functions

**1998 to 2004**      **Kwik Kopy Printing Franchise**      **Tampa, Florida**

*Kwik Kopy Printing is a full-service printing, copying and graphic design franchise business.*

Position: Owner, President, Manager

- Transformed franchise business by more than tripling sales from \$250K to \$815K in six years
- Reorganized business processes, instituted computerized order management, accounting and shipping systems
- Created integrated back-of-house products reorder system with Outback Steakhouse restaurants nationwide
- Delegated to manager for outside sales, day-to-day production management and employee supervision
- Made all financial, operational, marketing, equipment lease, office lease, and legal decisions
- Managed employees, vendor relations, purchasing, accounts payable, warehouse management, inventory control, manufacturing, quality control, customer relations, sales, pricing, order processing, picking, packing, manifesting, shipping, transportation, invoicing, accounts receivable, collections, human resources, payroll, accounting, taxes, contract and lease negotiations, IT support, and e-commerce
- Sold business in 2004

**1993 to 1998**      **Solutions Consulting (acquired by Perot Systems)**      **Pittsburgh, Pennsylvania**

*Solutions Consulting provides leading strategy, software evaluation, IT implementation and support services.*

Position: Senior Consultant, Software Developer, Business Analyst

**Clients: 1998**      **Tech Data Europe, Munich, Germany**

**1995 to 1998**      **Tech Data Corporation, Clearwater, Florida**

**1993 to 1995**      **Sentry Group, Rochester, New York**

- Organized selection process of new warehouse management system for two of Tech Data's European subsidiaries
- Served as lead business and technical analyst for enhancing order management and outbound logistics capabilities
- Analyzed computer programs performing business functionality to identify optimal programming modifications
- Documented impact analysis, detail design, and testing requirements using the systems development methodology
- Developed and programmed software related to stock reservation, load management, picking, packing, shipping
- Supported the design and implementation of a sales, distribution and warehouse management software package

**1991 to 1993**      **Accenture (formally Andersen Consulting)**      **Cleveland, Ohio**

*Accenture is a global management consulting, technology services and outsourcing company.*

Position: Senior Consultant, Software Developer

**Clients: 1993**      **Lubrizol Corporation, Cleveland, Ohio**

**1991 to 1993**      **Phar-Mor Corporation, Youngstown, Ohio**

- Designed and programmed an order management and distribution logistics system for high-volume order entry
- Integrated warehouse management system with bar-coding, radio-frequency and automation equipment
- Constructed interfaces between process manufacturing system and order management distribution system