

RESUME

Robert A. Rust, PMP, APP, C.P.M.

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Career Objectives:

Apply my executive experience, professional background and experience as a Consultant, Project Manager (PMP), Supply Chain Manager, Subject Matter Expert (SME) and Integrated Change & Knowledge Management (ICKM) consultant to a challenging Job and new career.

Work Experience:

March 2007 to December 2012:

Director of ReBoot™ & Procurement for [Touch the Future, Inc.](#) (TTF), a non-profit Organization that offers an Assistive Technology Resource Center (ATRC) for Georgians with disabilities, their caregivers, service providers, advocates, and friends. I was hired to help them increase their scope, business processes, corporate sponsorship, and provide their state with resources and services relating to assistive technology. As Director of the ReBoot™, a computer recycling program that refurbishes donated computer equipment and redistributes the rebuilt computers to people with disabilities, active seniors and the less fortunate, I was charged with helping manage a \$1.7 Million demonstration grant from the Federal Government to expand TTF services and equipment into the Southeast US and create an Enterprise Depot and Outreach Center organization for the company. I also provided methods and procedures to increase the funding, capabilities and donations of TTF for their sustainability in the future and implemented a Change Management Process, End-of-Life (E-Waste) Program and an Outreach Program for other agencies in the Southeast area. I retired from TTF in December 2012 after 6 years as Director of ReBoot™ & Procurement.

June 1993 to Present:

President and Senior Consultant of RAR Enterprises, Inc. an Information Solutions Consulting Company specializing in Integrated Change & Knowledge Management (ICKM) which is a methodology that enables the reduction of the sales cycle through a Solutions Sales process that focuses on Customer Centric business problems. In addition, a focus on Change Management (CM) which allows for a greater Project success rate after the sale has been made.

I also have vast experience in Project Management, Supply Chain Management, E-Waste Management, Electronic Documentation Management (EDM & EDI), Public Key Infrastructure (PKI), e-Procurement, Food Services Management, Supply Chain Diversity Management, e-Marketplace and Information Management (IM). Clients and Customers of RAR Enterprises have been Fortune 500 companies such as US WEST/QWEST (Network Services and Outside Engineering & Construction for Job Management System), BellSouth Corporation (Regulatory and Network Services for Georgia 271 Filing), Ameritech Corporation (Procurement Department for E-FORMS and Re-engineering, and IT Department for Strategic Planning), Touch the Future, Inc. (ReBoot and E-Waste Programs), Storagetek (Marketing Department for Re-engineering of the Sales Department and creation of Solution Sales Strategy), FileNET Corporation (Worldwide Marketing Division Consultant of the Telecommunications Vertical), Shana Corporation (Marketing and Sales Department for Strategic Plan on Telecommunications Sales), Tanning Technologies (Business Development Consultant using ICKM), The Procurement Centre (Business Development Consultant for the Southeast Market), NuPoint LLC, SBC, Bell Atlantic, Entrust Technologies, Children's Healthcare of Atlanta, Electronic Directory Assistance (EDA), ArborText, JetForm Corporation, Shana Corporation, AT&T, Perot Systems, American Management Systems (AMS), and Inforte. Please review the RAR web site at www.rar-enterprises.com for more information.

June 1998:

Retired from BellSouth Telecommunications after 28 years. Retired as Portfolio Director for Network & Procurement Services and Customer Services projects under the Information Technology (IT) Division.

August 1997 to June 1998:

Portfolio Director, ITO Software Tower, in the Information Technology Network & Procurement (ITNP) Organization of BellSouth Telecommunications, after the IT Organization was outsourced to EDS (Operations) and Anderson Consulting (Software Center). My job responsibilities related to managing a portfolio of Clients, Customers and Systems associated with Corporate Services which includes the Corporate Resources Division, Network Support Division, Property Management Division, Human Resources (HR) and Purchasing Services Division. As Portfolio Director I was directly responsible for managing the Planning Process for new solutions and changes to existing systems, managing the supplier relations functions associated with those systems along with related functions for obtaining new solutions from suppliers associated with our ongoing WEB technology (BellSouth.NET) and Wireless activity (BellSouth Mobility/Cingular Wireless now AT&T Wireless). Also managed the Outsource supplier (Anderson Consulting) Project Managers and the CMM Level 2 and 3 compliance with our KPA's.

June 1993 to August 1997:

Project Manager for the Information Technologies Network and Procurement Division. Major Responsibilities were to Project Manage the Planning, Analysis, Design, Construction, Testing and Implementation of my clients Requirements. Most of the clients were within the Corporate Services, Network or Procurement Divisions. I also Utilized my many years of experience to interface with clients on all ranges of Networks (including Switch, Transmission and Power for Siemens DCO and EWSD, AT&T (Lucent) STEP, XBAR,

1A, and ESS types, and NorTel DMS) along with my expertise in EDM (Electronic Documentation Management, SGML, HTML, electronic forms, electronic libraries, electronic signature and certification, etc.) and WEB Technologies to WEB Enable the Electronic Documentation and Forms within BellSouth's Intranet. This resulted in an increase in productivity and capacity for my clients to perform their jobs (saved \$27 Million the first year and only cost \$4 Million to implement). Also utilized my training and background in the Project Management Process, Computer skills, Technical Architecture for Computer Systems and Purchasing/Contracting Management to enhance my clients' ability to perform their job functions and give a better return on investment to the company. During this same period, I also performed the service of Chairperson on the Gwinnett County Public School System Task Force for review and final delivery of a proposal on their Procurement Process to better fund school activities and utilize their tax-related budget.

January 1993 to June 1993:

During a 1 year Sabbatical from BellSouth Telecommunications I was hired as Vice President of Achieve Software, Inc., a Computer Solutions Company that consults in and provides mechanized business systems solutions for business. Major Responsibilities were to manage all hardware and software solutions that were provided for a turnkey system or software system. Achieve Software also provided a Contact Software solution for its PC and Novell Network clients, which was delivered as a FoxPro based product. Heavy sales and marketing requirements were needed to manage this job and it was performed to a successful conclusion, just prior to my return at BellSouth.

Also, formulated RAR Enterprises, Inc., a Business Process Solutions Company in which I became President and Senior Consultant.

June 1992 to January 1993:

Took a 1 year Sabbatical from BellSouth Services to become the President of Resource Computer Systems, Inc., a Mobile Computer Systems Solutions provider that I was a partner in. Major Responsibilities were to create, manufacture, produce and sell a mobile computer product called the Resource Center that utilized a laptop computer, cellular phone, cellular modem, portable printer, and a patented multiple directed power source (invention), all housed within a briefcase. The Corporation met all of its goals and was sold to a major computer manufacturer in December 1992.

January 1991 to June 1992:

Manager; Project Management and Information Engineering (IE) Computer Aided Software Engineering (CASE) Tool group for BellSouth Services; Procurement Property and Services Management (PPSM); Mechanization Planning. Major responsibilities include evaluation of system requests for PPSM in the micro, mini and mainframe environment along with utilization of the IEF CASE Tool technology to create the system architecture for the applications requested from Business Area Analysis (BAA) through Business System Design (BSD) up to system construction and code generation.

January 1989 to January 1991:

Staff Manager; Tactical Planning, PPSM Mechanization Planning, BellSouth Services, Atlanta, GA. Major responsibilities included receiving, evaluation and cost analysis of client requests for mechanization in PPSM. In charge of Corporate Strategic Architecture for PPSM; CASE Tool Project Coordinator for PPSM; Data and Functional Architect for Projects associated with PPSM Systems; and trainer/facilitator for PPSM Information Engineering Methodology.

November 1988 to January 1989:

Assisted, in a rotational assignment, as trainer and systems designer for the ASI conversion in Birmingham, Alabama.

January 1986 to November 1988:

Purchasing Manager; Purchasing Information Systems Department, BellSouth Services, Atlanta, GA. Major responsibilities included Vendor/User Company interfaces for Software Projects on a regional, nine-state area, basis. Contracting Agreements between Vendor and BellSouth Services. Creating cost savings for the user through price reductions and maintenance restrictions (making the deal). Documenting total procedure. Created a PC based software program for Training, which was accepted by Purchasing as a Mechanized system in a UNIX environment on a PLEXUS mini.

June 1985 to January 1986:

Assistant Staff Manager; Stock Maintenance, Material Management, BellSouth Services, Atlanta, GA. Major responsibilities included maintaining stock material in the MCC for the Public Communications and Corporate Communications segments of both Southern Bell and South Central Bell. Forecast stock levels, maintaining stock through repair procedures and transfer of stock and non-stock material between MCC's. Created PC based software program to handle Keplist activities that were not functioning properly through RMDS. This program was utilized throughout the REGIS transition and even after the Material Management database was established.

October 1984 to June 1985:

Assistant Staff Manager; Material Disposition, Material Management, BellSouth Services, Atlanta, GA. Major Responsibilities included the purging and disposition of hazardous materials for Southern Bell, usually in the Central Office environment. Interface with the EPA and other government agencies on the proper disposition methods utilized by Southern Bell Telephone and Telegraph Company. Created, sold and maintained the procedure of disposition of mercury relays to Taiwan for Southern Bell. This procedure/agreement had a cost-effective savings of over \$350,000 to Southern Bell, associated with the past disposition procedure of landfill.

December 1969 to October 1984:

Held various positions with Southern Bell in Fort Lauderdale, FL. including Assistant Manager of the West Broward Test Center; Assistant Manager of the Fort Lauderdale Dispatch/Control for Telephone Installation and Repair; Supervisor over various Installation/Repair Crews, Central Office Crews

(Frame Technologists), Coin Operations Crews, and the Detection of Unauthorized Equipment (DUE) program for Southeast Florida. Also started as a Telephone Installation/Repairman for Southern Bell during winter break from Florida State University. Worked as I/R Tech; Coin Tech; and PBX Tech. Spent four years in the Air Force during which period of time (1970 to 1974) served in both the USAF Security Service (Intelligence) and the USAF Special Operations Forces. Had a Top Secret Crypto Codeword Clearance in the USAFSOF.

Education:

Graduate of Columbia Pacific University with BS in Psychology.

Masters Certificate in Project Management from George Washington University.

Project Management Professional (PMP) certification from PMI.

Certified Purchasing Manager (C.P.M.) certification from NAPM (ISM).

Activities:

Past Director for National Affairs, Past President and maritus member of the Board of Directors of The National Association of Purchasing Management of Georgia (for 22 years), an affiliate of the Institute of Supply Management (ISM).

Past Board of Governors of the Trophy Club of Gwinnett Golf Association.

Past Chief Information Officer (CIO) for NuPoint LLC.

Past Chief Financial Officer (CFO) and Board of Director of D'VAS (Designs in Vision of the Arts and Sciences).

Past Board of Director of the Telephone Pioneers of America.

Member of the Project Management Institute.

Past Member of the Artificial Intelligence Forum and the BSS PC User Group.

Published:

InfoWorld Magazine (9/23/96 edition) for the Project Management efforts involved in implementing Electronic Forms Management (E-Forms) within BellSouth, which ranked #5 out of 100 in the InfoWorld 100 rating for Client/Server systems.

InfoWorld Magazine (9/29/97 edition) for the Project Management efforts involved in implementing Electronic Documentation Management (EDM) within BellSouth, which ranked #10 out of 100 in the InfoWorld 100 rating for Customer Solutions.

Information Week Magazine (3/23/98 edition) for the Public Key Infrastructure (PKI) effort at BellSouth, which saved \$5.7 Million on electronic approval of the voucher form.

Purchasing Today Magazine (12/98 edition), a publication of the National Association of Purchasing Management (NAPM), for my article on The Technology Arm of Project Management.

Speaker at many affairs and conferences such as the Telecommunications Information Forum (TCIF), the National Association of Purchasing Management Educational Conference, the Artificial Intelligence Conference, the Atlanta Software Symposium, the Entrust SecureSummit in Chicago, the Documation East Conference in Boston, and the Documation West Conference in San Jose, CA., COMDEX, SuperComm Conference, NetWorld+Interop Conference, AITP Moderator, Electronic Information Management Audit Team.

Interests: Golf, Tennis and Travel.