

# High Value Programs

**Directed a team of 125 in the launch and growth of a major program to present emerging technology solutions to 250,000 industry professionals. Successfully delivered profits while sustaining growth in excess of 300%.**

<b>Customer Name</b>	Key3Media Inc.				
<b>Project Name:</b>	Discover/IT™ Wireless Computing Conference and Pavilions at COMDEX: COMDEX (Spring, Fall, Canada & Quebec)				
<b>Description of Project:</b>	We created, developed and co-produced the Discover/IT™ Wireless Computing Conference and Pavilion at Spring COMDEX. Our role included orchestrating the sales, marketing, press relations, operations and facilities departments to deliver a comprehensive, yet self-contained identity for wireless computing vendors and attendees. This event grew from \$41,000 and 820 square feet in the inaugural year to \$920,000 and 18,400 square feet in the third and final year. As a result of our success, this program was expanded to three additional events – COMDEX Canada, COMDEX Quebec and Fall COMDEX. <b><i>Our Chicago Showcase was visited by President Clinton, the first time a standing president attended an IT event.</i></b>				

**Served as an advisor to COMDEX, assessing trends, technologies and financial impact on client and vendor organizations. Met with executives to determine how to address business requirements and facilitate solutions.**

<b>Customer Name</b>	ZD Group, Key3Media Events Inc. and SoftBank				
<b>Project Name:</b>	Advisor to COMDEX				
<b>Description of Project:</b>	<b>Advisory Board Member to COMDEX 1994 – 2001</b> Served as a key advisor to the ZD Group, Key3Media Events Inc. and SoftBank to assist in servicing the information technology industry. Participated in all COMDEX events throughout North America. Monitored and reviewed industry trends, products, financial fluctuations and other phenomena that impact the state of business in the information technology and telecommunications industries. Consulted to corporate executives, wrote articles, authored books and delivered speeches to maintain industry recognition. Contributed articles to COMDEX Preview and participated in media advisory. Periodically met with other industry experts to assess the state of the industry and determine how to address requirements of customers, vendors and other stakeholders. This included topics and issues of interest, techniques that should be used to deliver an understanding and evaluator facility to event participants.				

**High Value Programs cont'd.**

**Served as an advisor to this Canadian-based hardware manufacturer, giving direction on industry trends, innovation and efforts to maintain financial stability.**

<b>Customer Name</b>	Microslate Inc.				
<b>Project Name:</b>	Member Corporate Board of Directors				
<b>Description of Project:</b>	<p><b>Member Microslate Corp. Board of Directors, 1999 – 2004</b>                  ACT Inc.'s Founder provided technical and management expertise to help direct this company through a strategic realignment, major acquisition and restructuring. She assessed and clarified the market position, identified product advantages and disadvantages, evaluated the organizational readiness to bring new products to market and proficiently support existing products, and assessed the sales and marketing effectiveness. As the company refocused its efforts and revamped operations, Ms. Williams continued to contribute in other ways. She was a member of the Board Compensation Committee and Acquisition Committee. She helped develop the <b>executive compensation plan</b> and <b>crafted the strategic direction</b> for the company. Her financial skills were apparent as the company fine-tuned its budgeting and forecasting process. She also contributed to the treasury review and selection of a new bank. With a solid knowledge of the wireless computing market and extensive industry contacts, Ms. Williams provided invaluable advice in the identification and evaluation of a merger partner, as well as the development of the merger plan. She contributed throughout the <b>acquisition of Melard Technologies, Inc.</b> Her insights and advice were validated many times during her tenure on Microslate's Board of Directors. Her business skills and management savvy proved invaluable to Microslate during one of the most critical periods of the company.</p>				

# Complex Systems Delivered

**Led more than 110 staff in the multimillion-dollar conversion and migration of the State of New Jersey’s WIC Access system that dispensed \$7M in Federal funds annually to 250,000 citizens.**

<b>Customer Name</b>	State of New Jersey & CMA				
<b>Project Name:</b>	NJ WIC ACCESS System – Phase 1				
<b>Description of Project:</b>	<p><b>Project Management – CMA &amp; State of New Jersey – WIC Access:</b> ACT Inc. provided project management services to convert and maintain the State of New Jersey’s WIC ACCESS system. Services focused upon Operations and Maintenance, including problem resolution and system development. Given the sensitive nature of information collected and managed throughout this system, coupled with the movement of millions of dollars from this system, security and confidentiality was tantamount to its success. We ensured that sensitive data was safeguarded within the system and operations processes developed. As part of the project planning and development process, we developed the process workflow, systems requirements and design. Our project management team also developed and managed the implementation plan and delivery. The state’s counselors and staff use this easy-to-use yet very complex system to administer nutritional programs for 250,000 women, infants and children throughout the State of New Jersey. Thousands of records contained data that interact in hundreds of modules. The system also dispenses approximately \$7M a year in food instruments that program recipients use to pay merchants for approved food and provides required reporting to the U.S. Department of Agriculture.</p>				

**Complex Systems Delivered cont'd.**

**Led a multimillion-dollar project by orchestrating a staff of 95 in the development and delivery of live multimedia courses to Motorola employees worldwide. Courses were delivered live as well as via the distribution of CD based training products.**

<b>Customer Name</b>	Motorola				
<b>Project Name:</b>	Architectural Leadership Initiative & Data Communications Course Series				
<b>Description of Project:</b>	<p>We were commissioned to develop and deliver series of business and data communications training courses that were customized for use throughout Motorola. The courses were designed to convey fundamental technical concepts to students from a broad range of backgrounds. Our students included engineers, and support personnel to sales and public relations personnel. ACT Inc. developed the course content and provided the instructor who was filmed delivering the courses. The course titles included: The OSI Model, Connectivity, Transport, Wireless Architecture &amp; Wireless Business Solutions. The excellence of our courses resulted in them being produced in multimedia format. This effort required us to work with several companies including the film production, multimedia software production firm, educational certification specialist, legal department and others. We also worked with several departments within Motorola including Engineering, Product Development, Legal, Corporate Training and Marketing. ACT Inc. maintained ownership of these products and created courses under the umbrella of <b>Discover/IT™ Educational Products &amp; Services</b>. We have delivered our Discover/IT™ courses in cities throughout North America for COMDEX, PC Expo, UTC and Inc. We offer self-paced training courses through Amazon.com and Discover-IT.com.</p>				

**Led a staff of more than 60 in the delivery, installation and implementation of a large-scale client server computing system and telecommunications system in a multimillion-dollar building project.**

<b>Customer Name</b>	YWCA				
<b>Project Name:</b>	Computer & Telephone Systems for new buildings				
<b>Description of Project:</b>	<p><b>Systems Solution Design &amp; Implementation – YWCA</b> – ACT Inc. designed, delivered, installed and implemented a 52-node client server computing system with virtual private network (VPN) and a distributed telecommunications system at the YWCA's headquarters building and a second refurbished facility. Our work included installing wiring and coordinating with the builder, Fire Department and all involved parties while the building was under construction. In addition to secure email, Internet access and web hosting for the YWCA's employees and constituents, the systems provided by ACT Inc. support all administrative, financial and operations requirements. A new computer lab paves the way to deliver training; all computers were equipped with Discover/IT™ <i>Personal Computing Made Simple</i> self-paced courses. The implementation of all systems in the new and refurbished facilities was completed in June 2005.</p>				

**Complex Systems Delivered cont'd.**

**Led a team of 95 in the upgrade and migration of the comprehensive IT system for a Wall Street Exchange. Tens of thousands of records were sent through over 100 system modules.**

<b>Customer Name</b>	New York Board of Trade (NYBOT)				
<b>Project Name:</b>	Implementation and Migration of Accounting, Operations & Financial Systems				
<b>Description of Project:</b>	<p><b>NYBOT —operational &amp; financial improvements</b> – ACT Inc. used workflow, best practices, process improvement and change management to completely overhaul this Wall Street Exchange’s finance and operations process. We managed the conversion, configuration and full implementation of the financial and accounting systems for the Wall Street exchange. This included the financial conversion of capital data from the 10-year-old legacy system, the systems conversion of vendors and other account data, and the management of other financial and systems issues. We handled the data conversion from all old systems to the new, consolidated system. Tens of thousands of records were sent through over 100 system modules. We also provided the software, services and supplemental hardware necessary for this project. Our project manager provided coordination between three VP departments at the exchange, conducted conflict resolution, managed delivery and installation of all system components, and developed and delivered customized training for all users throughout the exchange. This project was completed ahead of time and within budget.</p>				