



CASE HISTORY

\$40MM IT PROJECT FOR TROPICANA PRODUCTS

Project Summary: Sold, developed and maintained three concurrent mission critical IT applications within the functional areas of sales, contracts, marketing, promotion, order fulfillment and rebates. According to Tropicana senior management, the underlying business concepts incorporated into these applications were primarily responsible for Tropicana gaining a 30% market share over Minute Maid (division of Coca-Cola) within a three-year period. The architecture was Client/Server, UNIX/ORACLE (HP) and Windows NT. The software development tools were COOL:Gen (CASE Tool), SQL, C and Visual Basic. The project required full life cycle project responsibility for three concurrent, complex, highly integrated systems developed in parallel. Staffing requirements reached a high of 18 on-site and 2 off-site. The duration of the consulting relationship spanned 7 years and generated approximately \$14 million in fixed fee and time and material revenues. In addition to leading the sales team, John Nelson served as the senior project manager for the initial six-month period, performing project planning, staffing, administration and principal client interface.

CASE HISTORY

\$50MM IT PROJECT - ING HOLDING COMPANY (Netherlands)

Project Summary: Sold and developed the consulting roles of senior project manager, senior project architect, senior Component Based Development (CBD) architect, Component development team leads, CBD training (of ING staff) and application development staffing for a global mortgage loan, commercial lending, consumer lending system, integrating ING's full compliment of insurance products into the systems. The initial project scope was budgeted at \$50 million by ING. The architecture was Client/Server, MVS/DB2 and Microsoft NT. The software development tools were COOL:Gen (CASE Tool), COBOL, SQL, C and Visual Basic. This was a CBD centric project, incorporating several proprietary components developed by John Nelson's employer. Off-site staffing (U.S.) reached a high of 12 and on-site (Netherlands) staffing reached a high of 12. The elapsed time of client involvement was 5 years and the revenues generated exceeded \$17 million. John was also involved in the CBD architectural phases, project planning, staffing, executive client interface and immigration issues.

CASE HISTORY

\$200MM IT PROJECT – FEDERAL BUREAU OF INVESTIGATION

Project Summary: In partnership with Harris Corporation, John Nelson's employer and the Harris Corporation achieved closure with the FBI to develop the National Crime Information Center (NCIC) system. This massive system serves as the central FBI repository for and dissemination of all crime related data contained within the NCIC systems to all federal, state and local law enforcement agencies. John Nelson's employer was responsible for architecting, developing, tuning and achieving rapid inquiry response. Additionally, John's employer was responsible for developing the NCIC application modules of Stolen Guns and Stolen Trailers. The architecture was MVS/DB2 and OS/2. The software development tools were COOL:Gen (Composer 5.3 - CASE Tool), COBOL code and Strobe tuning software. The aggregate project budget for the NCIC project exceeded \$200 million. John's company development team on-site rose to 9 consultants and 4 off-site, generating \$10 million in revenues over 8 years.