Will Fastie

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Personal

Full Name: William Hutchinson Fastie

Nationality: United States of America
Passport #440327109

Date of Birth: December 31, 1947, Philadelphia, PA USA

Marital Status: Married 1972, 2 sons.

Education: **Johns Hopkins University**, 1965 – 1973
Computer Science

Military Service: US Army, 1968 – 1971
Honorable Discharge
Viet Nam service, 2 tours, 1968 - 1970

References: On request.

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Employment

2021 - Present **ASKWOODY.COM** Fresno, California
Editor in Chief

Editor in chief of the AskWoody Plus Newsletters and technical advisor to the publisher.

1995 - Present **FASTIE SYSTEMS & WEBDESIGNBUILD.BIZ** Baltimore, Maryland
Web Developer & Consultant

Management and systems consulting for a range of clients from very small businesses to Fortune 50 firms. Currently focused on Web and application development for small businesses.

2012 **LOYOLA UNIVERSITY MARYLAND** Baltimore, Maryland
Affiliate Faculty

Instructor for a senior capstone course on Web Technologies for the Sellinger School of Business.

1993 - 1995 **SHOPTECH SYSTEMS, INC.** Baltimore, Maryland
Vice President - Chief Technology Officer

Design and development officer for a software startup in the automotive field (budget $500K, staff 4).

1991 - 1993 **ALEX. BROWN & SONS, INC.** Baltimore, Maryland
Vice President - Senior Analyst

Stock analyst following PC software companies, including Microsoft, Aldus, Adobe, Caere, Lotus, Borland, Software Publishing, and others (staff of 1). Did analytical work for several IPOs.

1989 - 1991 **THE FASTIE REPORT** Baltimore, Maryland
Publisher & Editor

Published a personal computer industry newsletter targeted to corporate technologists.

1983 - 1989 **ZIFF-DAVIS PUBLISHING COMPANY** Baltimore, Maryland
Editor-in-Chief, PC Tech Journal

Founding editor for the standard-setting, award-winning, technical PC magazine, *PC Tech Journal* (editorial budget $1.6M, staff 23). Hired after a successful stint writing the IBM PC column for another ZD magazine, *Creative Computing*.

1973 - 1983 **GENERAL INSTRUMENT CORPORATION** Hunt Valley, Maryland
Director, Advanced Systems Development

Manager of the internal R&D department supplying tools and technology to product groups (budget $1.6M, staff 23, peak 43). Developed operating systems, programming languages and tools; handled one-time projects; provided "fire-fighting" services; and did all microprocessor development. Ranking software member of the GI Corporate Engineering Council and the GI Acquisitions Committee.

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Representative Consulting Experience

This is a small sampling of the consulting work I have done since 1995.

❖ Chief Technology Officer (acting) - SuperU (Petunia Enterprises, Edmonton, Vancouver)

Project: Startup, Enterprise-class Web site
Role: Project Lead, technical architect, development manager.

Accomplishments: Developed model to translate business projections into technology requirements. Developed system architecture. Searched for and hired outside development contractor. Built out data center solution, including hiring a network expert to provide a class-A front end. Hired a development team and manager and supervised transition of the work from the outside contractor to the inside team.

❖ Principal Architect & Technologist - Duke Energy (Charlotte)

Project: Develop Enterprise Application Integration Strategy
Role: Project lead, technical architect.

Accomplishments: Analyzed existing technical infrastructure and corporate business model. Prepared management report describing current environment, problem areas, and recommendations. Advised CIO on direction; prepared collateral for his use.

❖ Principal Architect & Technologist - JM Family Enterprises (Deerfield Beach)

Project: Develop Enterprise Application Integration Strategy
Role: Technical architect, solution architect.

Accomplishments: Analyzed existing infrastructure and application suite to determine best course of action. Created baseline EAI design, developed ROI analysis to demonstrate cost benefits. Advised CTO on direction; prepared collateral for his use.

❖ Principal Architect & Technologist - Corporate Express (Denver)

Project: Business Planning for new Corporate Express activities.
Role: Technical architect, solution architect.

Accomplishments: Developed technology sections of business plan. Developed two-year master systems architecture including integration of new technologies and apps, plus schedule of integration. Developed master sizing model to estimate resources required and provide technology line items for master business plan. Advised CIO regarding changes in focus and priorities needed in IT organization. Advised CIO regarding hosting solutions, performance requirements, high-availability requirements, and disaster recovery. Advised CEO and EVP e-Business regarding costs, technologies, and timing.

❖ **Principal Architect - UPS e-Logistics (Atlanta)**

Project: IT solution for UPS' unique, 3rd-party fulfillment offering for small to medium size businesses. IT budget ~$40M, staff peaked at 125. Technologies included HP and Sun servers, EMC storage area network, HyperFabric, Unix, Oracle 8i, Oracle 11i (order management and APS), IBM MQ/MQSI, NEON adapters, EXceed 4000 (WMS).

Role*:* Technology advisor to the PricewaterhouseCoopers project management office, technical architect, solution architect. Advised management on staffing, organization, marketing, and planning. Provided technical support for early sales calls. Fire-fighting. Special assignments from management. Coordinated work with UPS IS departments including UPS e-Solutions.

Accomplishments: Created overall architectural vision for project. Drove the high-availability side of the work, explaining OLTP requirements to management and upper management. Developed sizing model and long-range IT budget based on master business plan. Solved one-up problems. Developed IT organization. Developed supply chain management business requirements.

❖ **Architect - UPS IS (Baltimore)**

Project: SOAP (Strategic Operations Architecture Planning). Architecture development for UPS Package Operations distributed computing environment, an end-to-end package management system. Technologies included Windows NT, SQL Server, Visual Studio, IBM MQ, Rational, imaging, UPS Proprietary systems, UPS Package Operations applications, UPS package sorting systems.

Role*:* Technology advisor to and project coordinator for the SOAP project manager. Developed architecture that allowed transition from 35 to 50 separate applications to a unified suite. On the side, oversaw development of new version of a UPS proprietary messaging system.

Accomplishments: Successfully brought new technologies to the forefront with UPS IS technical departments. Established writing effort to create documents describing the separate applications that were to be unified. Facilitated SOAP relationship with vendors, especially Microsoft.

❖ **Project Manager - UPS IS (Baltimore)**

Project: UPS GPS Driver Mapping Software application. Allows post-operation, interactive analysis of UPS delivery routes via interactive maps using geo-coded addresses or GPS-collected data. Technologies included Windows, MapInfo, Delphi, GDT Geographical data, IIMorrow/UPS GPS devices.

Role*:* Project Manager (UPS rarely uses outsiders in this role).

Accomplishments: Brought project in on time, under budget, including features from next planned release and with a quality equivalent to shrink-wrapped commercial software. Personally wrote utilities for geography workstations. Discovered critical flaws in GPS firmware and geographical data; developed solutions in both cases. Wrote definitive document describing how UPS GPS actually works. Driver Mapping paid for itself in 3 months; ROI was 1000%.

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Technical Backgrounder

Web Development Technologies
- PHP 5, 7
- JavaScript
- jQuery, jQuery UI, jQuery Mobile
- HTML, XHTML, XML
- CSS
- JSON
- E-Junkie, PayPal, Authorize.net
- LAMP, WAMP

Programming Languages
- PHP
- C and C++
- ToteTran (Proprietary, NELIAC)
- SQL
- Visual Basic, VBA
- Assembler (Intel, Data General)
- Gamma (Proprietary)
- Ada, PL/1, Algol, Lisp, SNOBOL
- Fortran IV

Development Tools
- MS Visual Studio Code
- JetBrains PhpStorm
- Blumentals Rapid PHP
- MS Expression
- MS Visual Studio
- Dreamweaver
- Clarion
- Borland Delphi, Turbo C, Turbo Pascal
- MS QuickC

Database
- MySQL
- MS SQL Server, MSDE
- MS Jet
- MS Access
- dBASE, Clipper, FoxPro, R:Base, Paradox
- PostGreSQL (research only)
- IBM DB/2, UDB
- ORACLE

Development Methodologies
- UML
- Data Modeling

Project Management Tools
- MS Project

Application Software
- Oracle OMS
- Oracle SCM
- i2 SCM
- EXE WMS
- MS Office
- PC utilities

Graphics/Design
- Visio
- Adobe Elements series
- Adobe Creative Suite
- Sony Vegas
- Sony Movie Studio
- AutoCAD, AcceliCAD

API Experience
- MQSeries
- MSMQ
- Microsoft Win32
- Microsoft .NET
- PC-DOS
- DG AOS

Operating Systems
- Windows
- OS/2
- AIX
- LINUX
- DG AOS, RDOS

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Editorial Backgrounder

Since 1981, over 270 of my articles relating to desktop computing with IBM-compatible personal computers were published in *PC Tech Journal, PC Week, Electronic Business, PC Magazine, PCjr, Creative Computing, AskWoody Plus*, and others. Many of these articles were written during my full-time tenure at Ziff-Davis Publishing.

Highlights

Creative Computing	First in-depth review of IBM PC, December 1981. *IBM Images* column, January 1982 through May 1983, and in six later issues. Numerous other contributions.
PC Tech Journal	Editorial *Directions*, every issue until October 1987. Column *New Directions*, every subsequent issue through April 1989. Numerous other contributions.
PC Week	Column *Desktop Technology*, one year of weekly columns, November 1987 through October 1988.
The Fastie Report	Researched, wrote, and published newsletter, November 1989 to August 1991.
Electronic Business	Monthly Column, November 1990 to August 1991.
AskWoody Plus	Contributor, 2020 Editor in chief and irregular contributor, 2021

Peer Reviewed Papers

Will Fastie, "Desktop Computing in Science and Engineering: The Next Five Years," *Computer and Operations Research* 13:2/3 (1986): 335-45. (Invited.)