

BANE KHANTHAVONG

REVOLUTIONIZING, COMMERCIALIZING & PROTECTING ENTERPRISE TECHNOLOGY

CTO

Powered ProLine's
\$183M revenue
explosion & growth

Transformed
Westman Kodak
imaging tech

Created Eogis digital
IP, spurring \$12M
iNetworks acquisition

Shielded US DoD
comms systems
from cyber sabotage

Trailblazed
financial planning
app for Ernst & Old

Strategic IT Planning
 Revenue/Profit Growth
 Agile R&D Operations
 Enterprise Architecture (EA)
 Ops/Culture Turnarounds
 Systems/IP/Cyber Security
 TS/SCI Security Clearance
 Strategic Partnerships &
 Client Relationships

TECHNOLOGY INNOVATION: Senior-level technology strategist and ideas man with singularity of vision, intellectual agility, and talent for abstract reasoning. Known for positioning organizations—from startups to government agencies and industry powerhouses—at the sharp edge of disruptive innovation.

BUSINESS ENABLEMENT: 50,000-foot thinker and rapid-response decision maker with strong fiscal discipline, capitalizing on strong IT and business ingenuity to navigate \$150M enterprise projects and align technical R&D breakthroughs with a company's commercial interests and broader market needs.

CHANGE LEADERSHIP: Transformational leader and certified executive performance coach, leveling complexity and business ambiguity by inspiring new thinking and behavior, and mobilizing 100-strong IT cultures to zero in on operational excellence and business partnership building.

INNOVATION & LEADERSHIP NARRATIVE

ProLine → New York, NY

2009 to Present

\$190M+ revenue-producing industry leader — Develops and sells next-gen sales distribution software to insurance and financial services markets via on-demand SaaS — 850+ personnel, 11 operating sites (US, UK, Canada, Japan)

Executive Overview: Worked alongside C-suite leadership team to expand global market reach, save strategic projects and senior client relationships, and **propel revenues >2,600%** during prolific tenure.

POWERED WILDLY SUCCESSFUL COMMERCIAL GROWTH, ROCKETING NO-NAME TECH STARTUP INTO A FORMIDABLE INTERNATIONAL CONTENDER

VICE PRESIDENT, R&D, 2016–Present: Recently tapped by CTO to assume reins of enterprise innovation and architecture projects, thereby positioning ProLine for competitive advantage.

Trailblazing Technology = International Market Expansion and Long-Horizon Business Growth

Orchestrated **10+ product innovations** while boosting enterprise agility and speed to market:

Triggered runaway success for \$80M+ product portfolio of next-generation screen designer tools.

Shepherded SaaS platform consolidation to final design stage, currently targeting partnerships to fast-track development.

Created multimillion-dollar opportunity pipeline in life insurance vertical by teaming with external CIO and business partner to publish white paper on market-disrupting voice technology.

Set the stage for sweeping operational changes by establishing EA organization and conceptualizing and leading myriad platform-enhancement, AWS Cloud-adoption, and consolidation projects.

AVP, R&D, 2009–2016: Recruited by founders and C-level management, rapidly adding business value by steering development of revenue-surging product categories that fueled **1 >1,040% revenue growth in 5 years**—from **\$7M to \$80M+**; **2** operations expansion from 1 site to 11, including Canada, Japan, and the UK; and **3** global staffing spike from 40 to 500 (adding 350 by 2019).

Redefined innovation strategy, headed next-gen software architecture development, modernized ProLine's outdated SaaS platform, and grew R&D function from 4 to 100 people while scaling development capabilities to grow 5 flagship, web-based product lines.

Technology Turnarounds and New Product Innovation = Top-Line Results and Cost Reduction

Marshaled team to overhaul archaic \$7M platform, enabling **\$10s of millions in annual revenue growth** and **99% achievement of service level agreements (SLAs)** with **97% defect containment**.

Expedited end-to-end development of 5 key product ranges valuing **>1/3 of total revenues**, deploying team to deliver 20 production releases in 1 year to reverse 450 product backlogs.



AWARDS

2016 Red Herring Global 100 Award

2016 Corporate LiveWire Innovation & Excellence Award

2015 PACT Enterprise Awards — Technology Company of the Year

2014 Marcum Innovator of the Year

2014 Red Herring 100 — High-Tech Innovators

6X Leading Vendor in Life & Health Insurance

Set the stage for \$10s of millions in new revenue streams by spearheading ProLine's first venture into mobile commerce; saved \$10s of thousands in outsourcing costs by pioneering a mobile web insurance quoting app.



Business Know-How and IT Domain Expertise = Crisis Management and Partnership Building

Handpicked by ProLine CEO to assist in rescuing multimillion-dollar account and regain client trust. Exceeded client expectations by overcoming performance issues of top-selling subscription product in record 2 weeks.

Forged senior-level alliances and enforced service level agreements with industry-leading vendors: **Microsoft Solutions, Adobe Enterprise Solutions, Version One, Think Brownstone, VeraCode, Biz Equity, Cloudmine, Coradiant, F5 Networks, and Total Performance Computing.**

Leadership, Training, and Strategic Policy Making = Staff Empowerment and Operational Improvements

Recruited and groomed 8 team members to promotions, preparing 2 business analysts and 2 developers for management and leadership roles, who went on to create division-wide competence by boosting productivity and morale.

Trained, coached, and mentored up to 30 new hires each quarter to operate at peak performance.

FI International (division of Perco North America) ⇌ New York, NY 2006 to 2009

\$462M technology solutions provider (79% revenue from contracts) – Provides IT & network solutions to US federal government clients, including Dept. of Defense (DoD) and Dept. of Homeland Security (DHS) – 4,300 employees

SENIOR CONSULTANT: Promoted to top consulting role in 2 years. Led up to 100 analysts, developers, and project managers to design and deploy secure IT solutions on federal contracts while improving performance, security, and scalability of enterprise applications.

COURSE-CORRECTED \$150M, SEVERELY DERAILED JOINT DOD/DHS PROJECT THAT STUNTED \$1B PROGRAM ROLLOUT

Restored FI profits and confidence of federal agency bureau chiefs after assuming the project reins midflight to swiftly reverse and prevent IT incidents and project overruns.



iNetworks/Eogis ⇌ New York, NY 2004 to 2006

iNetworks (\$402M provider of Internet media delivery solutions) acquired Eogis (secure digital media company) in 2003 for \$12M – Leadership and technical teams subsequently relocated and integrated at HQ in Seattle, WA

LEAD SYSTEMS ARCHITECT, Digital Rights Management (DRM): Recruited by startup founder. In 9 short months, led 4-member design and development team to innovate digital intellectual property (IP) that secured and controlled media content.

EQUIPPED STARTUP WITH HIGH-TECH TOOLS TO REVOLUTIONIZE DIGITAL MEDIA MARKET

Appealed to by Chartbuster Video to develop and patent digital media technology, which raised the security bar in tracking media content licenses for proprietary music, video, and text.

Earlier Consulting Successes in IT Development

- As **COMPUTER SCIENCE COMPANY'S** lead consultant, prevented security breaches and intelligence leaks on DoD communications platforms with new system architecture and solutions-integration training.
- Paved the way for **WESTMAN KODAK CORPORATION'S** revenue ramp-up in commercial photo processing by developing and fine-tuning core products for its digital imaging and photographic tech portfolio.
- Pioneered game-changing financial planning solutions for **ERNST & OLD LLP**, programming intricate algorithms that systemically changed financial calculations and goal-planning modules.

AFFILIATIONS

- EA User Group
- Global IT Architect Assoc.
- Dale Carnegie Global Grads

EDUCATION & CERTIFICATIONS

- B.S. in Computer Science, New York University – New York, NY
- Leadership Training: Executive Performance Coaching, Dale Carnegie Training
- ScrumMaster Certification, State University of New York (SUNY) – New Paltz, NY

Won rare, highly coveted Chairman's Award after preventing loss of \$1B contract

Ignited licensing interest and \$12M acquisition by iNetworks after architecting advanced DRM technology

High-Tech Resume Project Brief

Bane had come a long way in his career in a relatively short amount of time. However, his existing resume was littered with information from his earlier technical consulting and engineering roles. The look, feel, and terminology reflected a professional in a much lower level, not that of a VP of Engineering who was now targeting CTO roles.

The new design-oriented, career-level appropriate resume I created for him now shows his leadership brand and successes, most notably how he was **integral in developing technology that positioned his company for record growth and international expansion.**

Armed with a powerful resume, Bane is currently in hot pursuit of CTO roles.