

Percy Kwong

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SUMMARY

Senior Technology Executive with more than 27 years in Technology and Business ensuring successful execution of strategic business technology initiatives. Specialist in transformation of strategic technology initiatives. Effective communicator in corporate cultures and Business Development. Life cycle management of enterprise information systems, program management, and contractual oversight, Excellent written, oral communication and presentation skills, experienced group facilitator.

Extensive Domain expertise in Carrier-Class Enterprise Systems Infrastructures, Telecommunications, Hospitality, Healthcare HIE systems, and AI.

Designed Telecommunications OSS / BSS infrastructure and portal from conception to Production Support. Implemented Software Designed Network Infrastructure across Metro and Local Campus Network Environments. Designed and helped found Crosslayer. A fully self-service order and management portal integrating multi-tenant, service order to provisioning system across 3 markets (New York, Phoenix, and Chicago). Core architect design and implement a carrier-class network and service management infrastructure. Reporting directly to the CEO and CTO.

Led IT operations for Wipro US Healthcare (NYSE: WIT) as CIO. Defined new CMS / MITA compliant strategies the state of Missouri Medicaid.

Designed the healthcare industry's first wireless blood glucose meter and the first wireless medical device aggregation platform.

Voting member of Accredited Standards Committee Working Group (ASC ANSI X12 and ICD-10-PCS and ICD-10-CM) (HIPAA)

Member of IEEE standards organization

MITA initiative expertise with extensive experience in HIE and ANSI / HL-7 transactions processing.

Healthcare Domain Expertise for Healthcare ANSI 4010/5010 and ICD-9, ICD-10-CM and ICD-10-PCS

Enterprise Hospitality and Travel Booking and Revenue Management Systems design and development.

Mobile and Embedded Systems Platform Design and Development Expertise. Experience with Medical Device / Electronics Manufacturing Lifecycle. Extensive experience managing ISO 9001:2000. 21 CFR part 820, and ISO 13485 quality systems driven projects.

Enterprise Systems Architecture and Management and Project Management.

Technical Experience / Platforms:

Artificial Intelligence, Linux / Unix / BSD, Mail Servers (Postfix, Exchange, Sendmail, Qmail), Web Servers (Apache, Nginx, Microsoft IIS), Wordpress, Joomla, Django, Sharepoint, Redmine, Asterisk, Freepbx, Trixbox, Elastix, VOIP, Cisco, PFSense, Sonicwall, Checkpoint, Polycom VOIP Technologies, Mysql, Oracle, Java, Mobile Device Engineering, HTML, Perl, Java, Network Security, Mobile Device Design, OpenVPN, iptables, Kernel Development, HAProxy, Cacti, Nagios, Squid, Memcached, Redundant / Highly Available Multi-Tier Systems Architectures on GPL Software Stacks, Project Management and Support of Agile, Scrum, and Lean (Six Sigma, Kanban/JIT "Just In Time") project management techniques.

Experience with Bash, Python, Ruby, C++ on *nix platforms. Java / Android Infrastructure configuration and maintenance experience.

Enterprise Virtualization Architecture and Operations experience in KVM, Xen, VMWare, Openstack, and Hyper-V, AWS, and Azure.

Brainbench Test Rankings:

Brainbench: VOIP / Telecommunications **Score: 64th Worldwide**

December 2012

Exam Time 12/12/2012, 13:57

Test Score 3.60 out of 5 Absolute score based on % of correct answers

Percentile 93% Better than 93% of test takers

Rank 64-th Score Ranked 64-th across all test takers

Duration 36 mins Maximum allowed duration for this test is 40 minutes

Brainbench: Unix **Score: 1,212th Worldwide**

December 2012

Exam Time 12/12/2012, 12:03

Test Score 4.00 out of 5 Absolute score based on % of correct answers

Percentile 80% Better than 80% of test takers

Rank 1212-th Score Ranked 1212-th across all test takers

Duration 28 mins Maximum allowed duration for this test is 40 minutes

1212th worldwide.

Brainbench: Networking Concepts **Score: 4,308 Worldwide**

December 2012

Exam Time 12/12/2012, 14:39

Test Score 3.90 out of 5 Absolute score based on % of correct answers

Percentile 73% Better than 73% of test takers

Rank 4308-th Score Ranked 4308-th worldwide

AREAS OF EXPERTISE

Software Defined Networks

OSS / BSS: Operational and Business Support Systems (Telecommunications): Design, Implementation, and management of Carrier-Class Telecommunications Infrastructure across 3 Major Markets. (New York, Chicago, Phoenix)

Technologies include:

- Virtual Evolved Packet Cores
- Hybridization
- Migration
- Automation and Efficiency Architecture and Implementation
- SDN
- WhiteBox Networking

Artificial Intelligence: Deterministic Analysis and Action and Object Detection Modeling

Amazon EC2 / S3: System Administration, Architecture, Management of Large Virtualized Environments within Amazon's EC2 / S3 service offering. Automated creation of AMIs, Customized AMIs, HA Proxy and ELB Multi-Tier Infrastructures within VPC environments, Creation and Management of n-Tier Web Application infrastructures, Multi Region, Multi Availability Zone load balancing and scaling, S3 Automated Backup and Cataloguing, EBS, Instance-Store, Devpay, Amazon Marketplace product offerings, Cloudfront, Elastic Transcoder, Cloudwatch, Glacier, SNS, and Route 53. Written multiple articles on implementation and management of Amazon Cloud Based infrastructures.

RFP / RFI / RFC: Write and Respond to Federal, State, Local Government and Corporate Multi-Million dollar multi-stage proposals and contracts including negotiation, pricing, budgeting, and resourcing. Ability to be concise and detailed in responses without "boiler plate" template solutions. Full customer engagement Sales lifecycle experience from initial contact to contract execution, management, and follow up.

Product/Project Management from concept through development lifecycle, training and utilization tracking, production support and future release planning.

Embedded Systems / M2M / Mobile Device design and manufacture through entire design and manufacturing lifecycle of a wireless Class 2 medical device under a Quality system compliant with 21 CFR Part 820, ISO 9001:2000, and ISO 13485 and submission of 510K to FDA for clearance.

Healthcare Payer Systems (Managed Care) from design and implementation of HIPAA compliant transactional systems to implementation and operations management of adjudication processing in complex, high performance environments.

Healthcare Transactional Networks design and implementation of Healthcare's largest exclusive IP-based transactional processing network interconnecting 200 payer systems, 100 clinical information systems and over 80,000 physicians in the Greater New York Area. (Acquired by WebMD)

Hospitality booking and revenue management systems. Design and implementation of Worldwide hospitality and revenue booking and revenue management system for a chain of 13 luxury hotels.

Government Systems including the sales, bidding, and integration of federal, state, and local government IT contracts. Customers included: Department of Environmental Protection, Fire Department of New York, Metropolitan Transit Authority (NY), United Nations, Human Resource Administration of New York.

Project Management (Application Development and Integration Projects) including extensive experience with Agile, Scrum, and Lean application development methodologies. Interface with "C-Suite" executives and Project Owners bridging communications gap with both On-Shore and Off-Shore (national and international distributed) development teams. Daily, Weekly, and Monthly reporting of status. Managed resources, budgets, and IT Architecture / Engineering and technical and procedural problem solving as necessary. Managed 3-5 major projects simultaneously on average.

Enterprise Voice Systems including design, development, and implementation of a enterprise class open-source telephony platform adopted by major telecommunications hardware vendors. Experience with communications solutions from the Carrier-Level to consumer. Founding member of Open Source telephony project.

Asterisk and SugarCRM expertise and Subject Matter Expert. Specialist in design and replacement of tightly integrated Customer Relationship Management (CRM) systems with PBX / Asterisk installations for call center and enterprise environments.

Customer Relationship and Workflow Systems from conceptualization, design, development, and integration management of an enterprise systems workflow application currently utilized by 80% of the Medicare Advantage Payers with outsourced application software solution. (Software As A Service)

Legacy Systems Migration Specialist specializing in migration strategy, planning, and execution of a live healthcare systems upgrade to a High Performance Compute (HPC Cloud) infrastructure for Wipro, Ltd. (Ticker: WIT)

Client Relations including key account management, customer partnerships, marketing and sales support, business proposal development, and contract review and negotiations.

Organizational Transformations including corporate restructuring, strategy, and management transformation strategy and planning.

Operations Management including forecasting loads for production volumes and spikes, quality assurance, productivity analysis, contingency planning, and workflow efficiencies.

Virtualization / Cloud Infrastructure and Architecture implementations and migrations in heterogeneous dedicated infrastructures to hybrid or full IaaS architectures. Virtualization platforms: Xen, KVM, Openstack, Cloudstack, VMWare, Hyper-V, Amazon AWS. Storage migrations and architectures include DAS to SAN and SAN to SAN solutions. SaaS and multi-site data replication on block and object storage.

Configuration Management Systems implementation for self-provisioning development and production in virtualized infrastructure. Implemented automated dynamic provisioning and elasticity for n-tier architectures and load balancing for multi-national management consulting organization.

EDUCATION

Fordham University, New York

Independent Study

New York University, New York

Independent Study – Gallatin Division

BUSINESS EXPERIENCE

Koi Consulting, Davie, FL (Consultant)
Principal Consultant

2014–Current

Develop and Implement Full CI/CD Toolchain using: Ansible, Chef, Jenkins, Git, Artifactory, Selenium, Mocha / Chai to deploy toolchain for ATT Wireless Services production Infrastructure

Advise and Architecture for ATT AIC Labs testing implementation on Openstack for Domain 2.0 Initiative

Architecture and Deployment of a fully-automated / resilient DNS VNF on Bind and CentOS in the Openstack Cloud (ATT)

Architecture and Deployment of Verizon Wireless VNF on Openstack Cloud

Architecture, Deployment, and Implementation of F5-Load Balanced Network Functions (Nominum DNS) using Virtualized appliances (F5), HP Helion, and HP NFV Director.

Lead Infrastructure and Application Architect for Greenfield OSS and BSS for International Carrier.

Infrastructure Architecture for Self-Healing Resilient Building Management portal across 3 distributed datacenters.

Advise Facebook development team from Israel on Carrier Operational Support Systems

Architecture and Deployment of Fully Automated Big Data Architecture (HADOOP) for Executive and Infrastructure Operations Dashboards for International Carrier

Architecture and Implementation of Full CI/CD driven infrastructure for Accenture Worldwide to service client Development environments in AWS. This was completely template driven and provided a baseline to accelerate Infrastructure and Development Environment provisioning for Client driven development efforts. Efficiencies gained from 30 days to 30 minutes for a new environment build.

Architecture and Implementation of AWS driven infrastructure for Bayer Pharmaceutical's R&D division using AWS for cloud compute and factoring / processing.

Crosslayer, Naples, FL (Consultant)
Consultant / Chief Geek

2016–2019

Led Team of 26 Engineers to build a greenfield OSS / BSS Implementation for a carrier start-up
Architecture of advanced Next Generation Carrier Network
Lead Developer / Architectural Guidance Full Stack
Openstack and Virtualization Architect
Utilized Ansible to provision Application and Infrastructure VMs and Servers
Utilized Chef to manage DNS configurations
Architecture and Implementation of Openstack and Ovirt Clouds
CentOS 7 Infrastructure and application implementations as base OS
Implemented Gluster on Ovirt as Storage Underlay for Ovirt Solution
Full CI/CD pipeline using Git / Jenkins / Ansible / Selenium

Nexius, Dallas, TX (Consultant)
Consulting Virtualization and Enterprise Architect

2014–2017

Architecture of Dedicated Environment to Virtualized Strategy (zero downtime)
Author whitepapers on Virtualization and Reference Architectures
Orchestration and Network Function Virtualization Solution Architecture
Orchestration and Network Function Virtualization Solution Implementation
Architecture of Full Orchestration Carrier environments in a virtualized infrastructure for Packet Core Implementation. (Telco, Cable)
Architecture and implementation / Lead Architect for Facebook / Mirantis / Bigswitch / Vodafone Opencompute pilot project instantiating full stack infrastructure and application architecture in an Orchestrated environment for Vodafone.
Collaborated with Major Carrier NEBs equipment vendors on virtualizing their solutions in a Carrier-Class environment.
Five Nines Architectural Engineering, Implementation, and Validation of Virtualized Hybrid Infrastructures
Design and Implement a fully-orchestrated virtualized solutions architecture on CentOS, F5, Openstack, and NFV technology for Verizon Wireless (**Auto Instantiation, Self-Healing, Auto-Scaling**)
Wrote framework to generate static configuration scripts based on dynamic variable evaluation for DevOps management Toolset for Intervention events. (Code that writes code as output)
Senior Design Architect Verizon Wireless – Global Monitoring Infrastructure and Orchestration Project
Container Based Application Architecture in n-tier Carrier Environments on Docker and Rocket Infrastructure.
Lead Solutions Architect at Facebook – Vodafone – Bigswitch – Mirantis Open Compute Carrier Project

MDLive, Sunrise, FL (Consultant)
Consulting Virtualization and Enterprise Architect

2015–2017

Linux / Enterprise Architecture Remediation
Migration of Application architecture from Ubuntu to CentOS
Implementation of Orchestrated Deployment
Implementation of Infrastructure and Application monitoring
Security and Application Architecture
Manage and Migrate n-tier Application Architecture from Firehost / Armor to Azure Public Cloud
Automated Server build and management in AWS, Azure, and Firehost/Armor
Installation of Security Framework and Architecture to enforce HiTrust and ISO 27001
Implementation of Dev-Ops driven CI framework using Jenkins, Git, and Automated Testing.
Implementation of Zabbix
Implementation of Nginx and HA-Proxy scalable Load Balancers
Implementation, Configuration, and Management of Maxscale Load Balancers
Full Infrastructure Migration from Firehost to Azure
Implementation of ELK (Elasticache, Logstash, Kibana) stack for monitoring
Implementation of Graylog2 for Application Monitoring

AbbVie, (Consultant)

2015-2016

Consulting Virtualization and Enterprise Architect [Short Term Project]

Define and Implement Virtualization templates for Virtualized Infrastructure
Define and Implement Security Architecture and Framework using AWS API
Strategic Infrastructure guidance and implementation of Automation and Virtualized solutions for Secure Health Data in the cloud (ePHI)
Build and Implement a Full DevOps Toolchain using AWS Services for the purpose of automated, templated deployment of services, applications, and frameworks
Consulted and Documented AWS Best Practices in Healthcare

Fair Isaac (through Clearbridge Technologies), (Consultant)

2015–2015

Consulting Virtualization and Enterprise Architect [Short Term Project]

Operational Architecture of Dedicated Environment to Virtualized Strategy (zero downtime)
Defined product and Operational Workflows for Virtualization best practices in AWS
Assisted in the migration of Legacy N-Tier application into fully-orchestrated AWS environment
Produced and Managed Operational Alignment strategy for transition to Dev-Ops and agile environment
Defined Operational workflows for integration of ServiceNow virtualization and orchestration frameworks to AWS

Celerity Sterling, VA (Consultant – Short Term Project)

2014

Consulting Virtualization and Enterprise Architect

Implement Elastic Auto-scaling infrastructures on n-tier application servicing >50M visitor sessions per day
Validation of Clustered Database Availability and Replication Solution in Amazon Web Services and Openstack Cloud environments
Design and Implementation of Multi-Tiered distributed Geographic hybrid infrastructure leveraging AWS and Oracle RAC application architecture for the premier Digital Media Rights Management platform. (Used by many major streaming providers and studios)
Baseline POC and Performance testing of AWS configurations and application architectures
Development and Deployment of Scalable Database as a Service (DBaaS) based application sourced from an Oracle RAC cluster scaling to n-horizontal members in a fully-automated / orchestrated architecture for Film Studio Digital Rights locker management.

Server Central, Chicago, IL (Consultant)

2013–2014

Consulting Product Management Consultant and Enterprise Architect

Short Term Project

Advise CTO, Business Development, and Marketing on Strategic Technology Initiatives and decisions
Author whitepapers on Virtualization and Reference Architectures
Product and Service strategy consulting
Create reference architectures for Cloud, Dedicated, and Hybrid hosting models

Shoedazzle.com – Senior Linux Architect Consultant, Santa Monica, CA 2012–2015 *Consulting Senior Linux Architect and Administrator*

Advise CTO on Strategic Technology Initiatives and decisions
Improved Quality and Resiliency to 99.999 % (Five Nines Uptime) within AWS – Multi-Region / Multi-AZ
Manage > 350 Linux Machines in a Hosted Cloud Infrastructure (EC2) [>23M Visitors per day] (30-60+ Million Visitor Sessions Per Day)
Manage > 100 Linux Machines in Distributed Xen Cluster (2 Geographic Locations / 14 hosts)
Support for all Linux IT needs during engagement

- **(HAProxy, MySQL, Nginx, Unicorn, Passenger, Memcached, Bind, Custom Kernel, Redundancy and Scalability Architecture and Engineering, Asterisk, openSSH, SFTPD, SASL, Resque, Redis, Experian QAS, Edgecast, EC2, S3, Xen, Netapp, CentOS, Amazon Linux, Ubuntu, IPTables, NFS, Origin, Syslog-NG, QueueMetrics)**

Support for Large Asterisk Inbound Call Center
Administration / Support Windows Servers in Amazon and Xen environments
Implementation of Secure Mail Relay to Exchange Server environment reducing SPAM emails from 40k+ per day to < 1000 per day.
Handle Deployments of Code to a Live Hosted Linux Cluster hosting for the enterprise (with zero downtime)
Modification and Management of the VOIP based call center and phone infrastructure
IT Strategy Consulting (Architecture and Design Principles)
Technical Documentation
Process and Systems Remediation for Production Web Application Infrastructure (Ruby)
Data Center Selection and Architecture Review
Xen and Microsoft Exchange migration and support

Accenture – Cloud Architect Consultant, Chicago, IL (short term project) 2013 *Consulting Virtualization and Cloud Architect* **Short Term Project**

Develop and Implement an automated Infrastructure Provisioning System
Implement customized Chef Recipes to build an automated Infrastructure Build in Powershell
Automated Amazon Build Scripts to Implement a development and production configuration Environment
Completed a customized Amazon EC2, Cloudfront, Cloudwatch, Route 53, Elastic Load Balancer, Auto-scaling Environment with Chef and Custom Server and Provisioning Environment using the Amazon AWS API with Chef and Powershell

Rockland Services Corporation, New York City, NY 2001–2014 Technology Solutions and Operations Assessments in Healthcare, New Media, and Telecommunications Vertical Markets Created National Sales Channel for ReplayTV Enterprise Systems and VOIP Telephony Infrastructures Strategic Planning of Marketing and Advertising Strategies for clients Formed Strategic Partnerships with Key Revenue Partners in Healthcare and Telecommunications Vertical Markets for various clients including:

Family Guard, Inc. (Personal Project) <http://myfamilyguard.com>

Chief Information Officer / Special Advisor / Co-Founder / Chairman/ Principal Investor

Manage Design, Development and Implementation of Industry's first Wireless mobile anti-child abduction technology infrastructure and website. Mobile Phone Application (Android Market: Childguard)

<Http://www.myfamilyguard.com>

Wired4Health for Sentry Data Systems (Consultant)

Consultant

Remediated 340B PBM and payor interfaces for 4010/5010 and ICD-9 and ICD-10

Preparation and strategy for strategic sale of company

Development of Translation interfaces for 400+ hospitals and Payors nationwide.

Data Ware Housing Auditing and Reporting Engine development and implementation

Averill Data Systems (Consultant)

Consultant

Design, Implementation, and Management of a Hospitality Revenue Management System for a chain of 13 hotels worldwide.

Telcare, Inc. (Consultant)

Chief Information Officer / Special Advisor

Manage Design, Development and Implementation of Industry's first Wireless mobile diagnostic clinical instrument using Wireless M2M chipset.

Manage Design and Development of Industry's first Class 2 Medical Device Data Aggregation and Display Portal.

Managed 510K submission process under a Quality System for FDA Medical Device.

Experience in implementing Quality Systems under 21 CFR Part 820, ISO 9001:2000, ISO 13485 for medical devices.

Qualedix, Inc. , Bonita Springs, FL (Consultant)

Advisory Member, Board of Directors

Design, Development and Implementation of Healthcare Industry's Only Manage Canonical and Regressive ANSI X.12 5010 Testing and Validation platform.

Design, Development, and Implementation of Next Generation 5010 / ICD-10 Healthcare Transactions EDI Clearinghouse Platform and Industry's Only Real-time Data-Level Validation Engine.

Freedom Health Systems, Hollywood, FL (Consultant)

Acquired by Seminole Indian Tribe Investments

Consultant

Chief Information Officer

Design and Implementation of Nation's First 340B Completely-Automated Fulfillment Infrastructure (Robotic Pharmacy)

DoUWantIt.com, Hallandale, FL (Consultant)

Acquired by United Parcel Service

Strategic Business Consultant

Chief Information Officer

Assessment of Initial Technology solution, strategy, and planning of evolution of production pilot

Designed International Shipping and Logistics Infrastructure capable of full-automation of packages and freight to International Locations

iParty.com, New York, NY (Consultant)

Chief Technology Officer

Design Enterprise-Class Web-Based Infrastructure for AOL's exclusive party supplies strategic partner

Design and Implement Fully-Redundant Internet Commerce Infrastructure capable of handling greater than 1M Transactions per minute.

Wipro / Infocrossing Healthcare (NYSE: WIT), Tampa, FL

10/08 -10/09

Vice President, Technology (Chief Information Officer)

Evaluated legacy technology infrastructure and operations budget. Identified weaknesses and inefficiencies. Strategy re-alignment of technology infrastructure through migration strategy of payer transaction systems to High-Performance-Compute Cloud platform running on Linux and Mainframe systems currently providing services to 80% of Medicare Advantage Plans in the US.

Familiarization with CMS compliance for Medicaid and Medicare and Medicare Advantage. Design and Deliver Medicare Part D technology strategy for Infocrossing Health Services clients.

Conceptualization, Design, and Implementation of decoupled Web Services infrastructure with advanced workflow functionality for Medicaid, Medicare, Medicare Advantage, Commercial, and Special Needs Software as a Service (SaaS) solution built on Java Technologies.

Conceptualization, Design, and Implementation of a MITA (Medicaid Information Technology Architecture) solution for State of Missouri.

Define the Infocrossing Healthcare Services technology strategy.

ICD-9/10 and 5010 implementation strategies technology strategy.

Managed 13M dollar Profit / Loss statement and Budget
40 Direct Reports

Unified Technologies, New York, NY

1998–2001

Acquired by Sun Microsystems

Vice President, Technical Services, Greater New York

Conceptualize, Sell, Design, and Implement Enterprise-Class solutions for Federal, State, and Local Government

- Multimedia Archive Systems for United Nations
- Emergency Response System for FDNY
- Switch Management and Scheduling system for Metropolitan Transit Authority
- Various Enterprise Solutions for DoITT (Department of Information Technology and Telecommunications)
- Welfare Financial Management and Payment System for HRA of NY (Welfare Checks)

The Health Information Network Connection (THINC) New York, NY

1993-1997

Acquired by WebMD

Chief Technology Officer

Providing technical consulting services to identify, capture and realize cost saving and value opportunities within the corporate infrastructure. Practice areas include infrastructure assessment, network optimization, business activity monitoring (BAM), business intelligence (BI), business process re-engineering (BPR), and best practices.

- Provided Empire BCBS, GHI, HIP of Greater NY, New York University Medical Center with strategic planning for its enterprise-wide systems consolidation initiative. Responsible for design and implementation of central reporting and alerts systems across the enterprise.

WRITTEN RECOMMENDATIONS

Shoedazzle



[Michael Kuriger](#)

Sr Systems Engineer at ShoeDazzle

Percy is someone I didn't think existed. He is a sharp, reliable technologist that does not have an ego and stays level headed even in the most pressure filled situations.

In a crisis, he is innovative and creative. I have learned a lot from him. He is always about doing what would help the business and being open to different solutions to accomplish business goals. He has a vast array of skills that make him not only an asset for any company he is currently working for, but other prospective companies looking to use his services.

For anyone looking for a technical contractor who knows how to thrive in a challenging environment and works very well with both technical and non-technical groups, I strongly recommend Percy Kwong.

December 28, 2012, Michael worked directly with Percy at Shoedazzle

[Kirill Ledovskoy](#)

VP, Database and BI manager

Percy came to our company to keep it afloat when our sysadmin left and I was super impressed with how smooth this transition was and how fast Percy picked up the most complex details and aspects of our infrastructure. Also he brought tremendous amount of expertise and new solutions for us, sometimes something that we'd tried to figure out for month was resolved in a snap by him.

And he's really easy to work with - always professional, calm, polite. Highly recommend him.[less](#)

October 23, 2013, Kirill worked directly with Percy at Shoedazzle

Rockland Services Corporation



[Sal Perisano](#)

Chairman and CEO at iParty Corp

I've known Percy for many years. He actually helped us launch our ecommerce business in 1999. He's smart, creative and very resourceful.

January 30, 2013, Sal managed Percy at Rockland Services Corporation



[Liz Taber](#)

Real Estate Broker and Green Energy Tax Benefits Certifications

Percy delivers projects faster than you thought possible, and better than you had requested.

January 15, 2013, Liz worked directly with Percy at Rockland Services Corporation



[Nabil Qawami](#)

Sr. Principal / Program Director at Insigma US Inc.

I worked briefly with Percy on an ICD-10 project. Percy was very knowledgeable and helpful in articulating the business and technology sides of ICD-10. He has deep knowledge and experience in healthcare. He was effective in developing quick but reliable solutions to problems around the subject of ICD-10 and 4010. Working with Percy was a very enjoyable and informative...[more](#)

December 28, 2012, Nabil was with another company when working with Percy at Rockland Services Corporation



[David Booth](#)

General Agent

Percy is a pleasure to do business with. I have worked with Percy on many different projects in several different markets. I have always found Percy's strong points in time efficiency and production. Whenever he has a deadline, he is not the kind of individual who waits until the last minute. He usually has the project completed and double checked or even triple checked to...[more](#)

December 28, 2012, David worked directly with Percy at Rockland Services Corporation



[Travis Leonardi](#)

President at Sentry Data Systems

Rockland has been a very diligent and dependable sub-contractor (through Wired for Health) Rockland has delivered his work product on time and according to specs.

December 1, 2011, Travis was with another company when working with Percy at Rockland Services Corporation

Wipro / Infocrossing Healthcare



[Paul Averill](#)

Chief Operating Officer / GM at Wipro Healthcare

In the 17+ years I've known Percy, he's demonstrated consistent, steady leadership skills as a C-level executive and enterprise technologist. His ability to anticipate, identify and address problems before they negatively impact an organization, formulate solutions (based on fact and statistical analysis), and implement solutions that avoid or mitigate problems has been demonstrable and impressive. There have been numerous cases where Percy has implemented solutions to problems prior to them happening preventing very expensive mistakes that would

have otherwise been unavoidable.

Through managing both smaller, start-up and very large Fortune 500 IT organizations, Percy is a proven leader with formidable communications skills, delivers projects within budget and time constraints and whose work and business ethics are second to none.

In addition to his strong business and IT management skills and experience, Percy has also proven himself as a sophisticated and effective business development executive with a knack for closing deals and driving revenues.

Percy is a first class enterprise systems technologist with in-depth knowledge of all facets of infrastructure and support. His ability to adapt to, manage, and improve enterprise environments is a rare gift.

A detail-oriented individual with great interpersonal skills, Percy is an ideal candidate for any senior leadership position in a small, medium or large enterprise systems organization. His combination of lateral thinking, communications, and in-depth knowledge of the IT enterprise makes Percy a ideal candidate for consulting or senior management.

January 30, 2013, Paul managed Percy at Wipro / Infocrossing Healthcare



[Thea Janeway](#)
Legal Counsel

Percy is a capable technologist who readily grasped software processes' legal ramifications to core business. I also appreciated his ability to stay technical while demonstrating great project management and leadership abilities. Importantly, his communication skills bridged the communication gap between functions (C-level, business, support, or otherwise), which is a rare...[more](#)

January 19, 2013, Thea worked directly with Percy at Wipro / Infocrossing Healthcare



The Health Information Network Connection

[John Solecitto](#)
Healthcare Technology Sales Professional

Percy not only offers an outstanding technology background, but more importantly understands how to service internal clients. When support or ingenuity was required I could always count on Percy to deliver. I would highly recommend Percy for any organization seeking a technology resource with a "Can Do" attitude.

January 29, 2013, John managed Percy indirectly at The Health Information Network Connection



[Pat Kennedy](#)
Owner, PJ Consulting, Inc. and Medical Practice Consultant

I have known Percy for more than 15 years; he is a very talented and experienced technologist in the health care market place. He knows how to use the right technology to cost-effectively meet company and client requirements. He has a history of meeting deadlines and company and client expectations. He also understands the health care market and knows how to work with...[more](#)

January 24, 2013, Pat was with another company when working with Percy at The Health Information Network Connection

NOTABLE ACCOMPLISHMENTS

Times Square Millennium Webcast (2000)

CTO Consultant for Times Square 2000 committee.

Conceptualization and Implementation of Millennium Webcast in Times Square, NY

First Webcast Infrastructure in a Nightclub (Live)

CTO Consultant for Float Nightclub

4 Million Dollar Nightclub in New York City

Conceptualization and Implementation of world's first Webcast Infrastructure with 6 cameras and full remote integration

Founder, CentPBX Project

Chairman, Founding Member

Conceptualization, Management, and Development of Open Source PBX telephony software. Adopted by Polycom as standard Open Source PBX distribution.

DECA, Restaurant and Hotel Management Service 1st Place customer Service

1990 National Competition