

DAVID J. DEVEJIAN

6 Patriot's Lane * Upper Saddle River, New Jersey 07458
(917) 912 3955 * david@devejian.net

SUMMARY:

Experienced and entrepreneurial executive with a background in computers, financial services, new business development, contracts and law. Extensive experience is buttressed by graduate degrees in Law and Mathematics.

RECENT EXPERIENCE AND CAREER HIGHLIGHTS:

2017– Present Principal, DCB Associates

- **Advise Companies on accessing the US Market:** Worked with a London based company to develop and implement a sales strategy. Reviewed product, recommended improvements and likely targets and worked with company to establish relationships in the US.
- **Advise Companies on IT Governance** issues; Develop policy and recommend action plans to resolve audit concerns. Assist CIOs on maximizing their IT infrastructure and implementing industry best practices.
- **Provide Expert Witness** assistance to litigants on information security, software development and IT best practices. Reviewed litigants' security practices and reported to the court on the appropriateness of such practices.
- **Design and Develop an augmented reality application** to allow posting of virtual signposts.

2001– 2017 Chief Information Officer and Corporate Counsel, Financial Services, Inc.

Management Accomplishments

- **Chief Strategist for corporate IT direction.** Chair of the IT Steering Committee, Computer Security Management Team, and Corporate Security Incident Response Team. Reported directly to the Board on IT Security.
- **Full P&L responsibilities** for all IT systems, help desk services, networking and software development on a network that spans 300 physical locations in three time-zones, and multiple mission critical applications
- **Developed and Implemented both the Enterprise Risk Program and IT Risk Program.** Coordinated with consultants and federal regulators to develop program format. Established risk criteria and guidelines for executive team. Acted as primary interface with regulators during examinations.
- **Built and developed new Business Units** providing web hosting, design and co-location services to over 800 clients. Fully responsible for business unit, including sales, accounting, customer service, and operations.
- **Improved Federal Financial Independent Examiners Council rating from 3 to 1.** We were the first data processor to receive a 1 rating in 20 years. Accomplished via improved security and system configuration standards, improving auditing trails and controls, implementing additional security systems and independent security reviews.
- **Managed the implementation of new mission critical services and business units.** Coordinated project management, development, and implementation teams alongside the sales and customer service groups to insure proper SDLC practice and successful implementations.
- **Conceived and developed multiple new products**, including DirectorAccess, Managed Security Services and BankMail which added revenue generation to a department that had previously been solely a cost-center.
- **Built a secondary datacenter in southern New Jersey** to improve access to the Philadelphia Federal Reserve office and improve disaster recovery capabilities.
- **Improved disaster recovery time to recovery (RTO) and data point recovery (RPO)** through the use of replicated systems. Utilized secondary site to replicate backup images, improving security and improving reliability by elimination of tapes. Followed up with near real-time replication of databases.
- **Responsible for multiple initiatives to reduce costs and improve reliability.** Initiatives included: Standardizing hardware and software to reduce maintenance needs on servers and desktops. Implemented server virtualization to improve system reliability, reduce build times and cut costs, increasing server to technician ratio over 4-fold.
- **Manage the Integration of Systems and Security** between organizations after FSI was acquired. This included translating the FSI vulnerability assessments and risk assessments into the FIS monitoring systems, negotiating the applicability of various policies, procedures and compensating controls from one environment to the other.
- **Maintain the Security and Reliability** of the former Financial Services, Inc's environment prior to and during integration into FIS's facilities after acquisition.

Legal Accomplishments

- **Managed acquisition of the organization.** Negotiated Stock Purchase Agreement, share consolidation, termination and modification of multiple contracts, prepared Board resolutions, and advised the Board on business concerns.
- **Developed standard contract templates for all business lines.** Supervised all contract negotiations. Reviewed and approved exceptions to standard terms and conditions.
- **Negotiated multiple business partnerships** including reseller relationships, joint development partnerships, joint marketing agreements and reseller agreements.

DAVID J. DEVEJIAN

1997 – 2001 Independent Management/Legal Consultant, doing business as DCB Associates

Management Accomplishments

- **Managed teams of third-party consultants** to ensure on-time and on-budget project completion. Reviewed project plans and recommended improvements to reduce costs and effort.
- **Analyzed Y2K plans and exposure** and recommended policies to limit exposure, advised clients at the Boardroom level regarding communications to clients, test plans, auditing choices and contingency planning.
- **Project Manager for the development of client/server systems** including: Oracle databases, multi-gigabyte data warehouse and report archival and viewing systems. Developed automated CD writing software.

Technical Accomplishments

- **Analyzed proprietary database formats and developed methods and tools** to convert into replacement system.
- **Managed database systems** for data warehouse. Designed and maintained cross-country and multi-company multi-protocol Wide Area Networks, Internet connections, Client/Server applications and security measures.

Legal Accomplishments

- **Advised clients with respect to the development of business opportunities**, the difficulty of terminating existing partnerships and managed the negotiation process for many of these opportunities.
- **Negotiated contracts on behalf of clients**, including business partnerships, internet business arrangements, Y2K warranties, and client and vendor contracts.

1993 – 1997 Contract Administrator and PC/LAN Consultant, Financial Services, Inc.

Management Accomplishments

- **Negotiated business partnerships with NYCE and CFI.**
- **Developed strategic business opportunities involving internet technology**, which resulted in a new business unit serving over 300 businesses.
- **Researched and analyzed possible business opportunities** including new products and a possible subsidiary.

Technical Accomplishments

- **Managed data warehouse.**
- **Designed and maintained multi-protocol Wide Area Networks.**
- **Managed development of check printing and signature imaging software packages.**
- **Created packet-filtering system** at a substantial savings from off-the-shelf products. Designed web proxy system, and internet firewall.
- **Developed proprietary compression algorithm** for signature verification systems when known algorithms were unsuitable.
- **Developed client/server systems** including Oracle databases, multi-gigabyte data warehouses and report archival and viewing systems. Developed automated CD writing software.

Legal Accomplishments

- **Negotiated all contracts** and drafted changes as required. These contracts frequently exceeded \$2 million in revenues. Coordinated activities between departments and clients or vendors as part of the negotiation process.
- **Developed standard contract library**, consisting of data processing, software licensing, internet servicing, and non-disclosure contracts for use in a variety of situations.
- **Advised management and the Board on benefits and hazards** presented by proposed contracts and partnerships.

EDUCATION / PROFESSIONAL QUALIFICATIONS:

J.D., Fordham University Law School (1997)

- Member of the New York and New Jersey State Bars.

M.A., Mathematics (Specialization – Real Analysis), The Johns Hopkins University (1993)

B.A. (With Honors), Physics & Mathematics, The Johns Hopkins University (1992)

CERTIFICATIONS: CISSP, CISM

OTHER ACTIVITIES:

Member of the Board of Directors and Committee Co-Chair, Bergen Community College Foundation
CFO for Upper Saddle River Historical Society
Over 10 years experience in Technical Theater, including working on an Obie winning show.
Member of Indian Trails Club, Franklin Lakes