

Ben Tallman

A highly experienced Entrepreneur, Business Person, IT professional and Change Agent who has demonstrated the ability to lead diverse teams of professionals in a variety of competitive industries. Thriving at the busy intersection of business performance and technology enablement, my teams analyze needs, capabilities and resources to identify deficiencies and potential opportunities, developing innovative and cost-effective solutions for enhancing competitiveness, increasing revenue, and improving customer service. We relish the opportunity to work together and tackle difficult problems with persistence, hard work and commitment. From designing, building and rolling out a distributed 13 state warehouse management solution during the dotcom boom to building an SAP Certified Product in 90 days this year, responding to challenges and opportunities takes a whole team, working together.

Core Skills

Technical Sales and Account Management, Team Building and Problem Solving, Change Agent, Product Ideation and Development, Technology Architecture, Systems Integration, Optimization and Standardization, Mergers and Acquisitions, Contract Negotiation, and Management

Verticals

Beverage Industry, DotCom and Professional Services

Technology

Microsoft VTSP, Amazon EC2 Infrastructure On Demand, Dynamics SL, SAP Integration and Product Development, Agile Development, Python Django, Php, ExtJs, JQuery, Spring J2EE, .Net MVC and Ext.Net

Major Accomplishments

<http://waveq.net> - Founder, President and VP of Technology, WaveQ became a Microsoft Managed Partner in 18 months.

<http://wine.com> - Category leading DotCom merchant. First Employee of eVineyard, later wine.com, Chief Technologist and Lead Architect.

<http://cos.spartaconsulting.com> - SAP Certified Customer Self Service solution to the Energy and Utilities Vertical. Lead Architect and Product Manager.

Roles

Sparta eBusiness (formerly WaveQ, Inc)

October 09 – Present

Practice Director in the eBusiness Practice. Was a WaveQ founder, responsible for technical sales and engagement delivery at a growing 60-person consulting firm specializing in IT right sourcing using a combination of in-house staff, domestic freelance and consultant partners and overseas development teams. Lead an industry acquisition and participated in the Sale of WaveQ to Sparta Consulting, Inc.

- Leads a team that built an SAP Certified Product for the Utility Industry
- Interim CIO for a NW High Tech Client
- Microsoft Virtual Technology Specialist
- Onsite, Onshore, Offshore blended delivery model

Datagu, LLC

May 08 – October 09

Consultant at a small boutique firm providing strategic consulting solutions to clients throughout the Northwest for software product development, information management, systems integration.

- Lead a team that developed a cross-platform distributed automation system to manage SAS jobs

CMS & Travel Command

November 06 – May 08

Director of Operations and Technology for a travel agency and government contractor specializing in high touch, high service with more than 750,000 room nights a year.

- Standardized IT operations, reducing expenses 30%.
- Virtualized Agents and reduced inefficiencies to reduce headcount.
- Sold services directly to the White House Travel Office, Lockheed Martin and the TSA.

Columbia Distributing Company

February 06 – October 06

Vice President of IT in a \$600 million dollar a year regional Beer and Wine Wholesaler.

- Restructuring unaligned IT departments into a cohesive efficient unit consisting of Infrastructure, Business Intelligence and ERP functions.
- Signed a significant MS Enterprise Agreement and aligned purchasing to strategic vendors, saving an average of 25% on hardware and software.
- Virtualized IT for Efficiency and Redundancy, saving 15% on Op Ex.

Rapidigm December 03 – February 06

Practice Manager leading high-stakes technical sales and delivery to Fortune 500 clients and high growth startups in a 60 million dollar consulting practice inside a \$300 million company. Designed and packaged service offerings leveraging a Global Delivery Model (Onsite, Offsite, Offshore).

Acumen Development Group**January 03 – December 03**

Senior Consultant on a variety of technology architecture assessments, custom software implementations and program management designs primarily for eBusiness and digital marketing solutions.

Wine.com by eVineyard**August 98 - December 02**

First Employee and Chief Technologist, built a department that grew to a team of 15 and delivered all aspects of technology and creative for a pure Internet Wine Industry leader generating over \$32M in annual revenue. Back end, front end, from email to web site implementation to accounting system platform to creative design, our team designed it, built it and supported it!

- Custom .Net warehouse management system handling inventory in 13 warehouses
- Innovative same day Sell, Buy, Receive, Ship model significantly reduced on hand inventory
- Sophisticated and highly targeted email marketing and tracking system
- Agile discounting and merchandising systems

Tall Order Consulting**November 97 - August 98**

Senior Consultant consulting in Web architecture and technical project management services for RIAA, Intel, Mentor Graphics, Freightliner and Mercedes Benz Credit Corporation.

Key Network Solutions**November 93 - October 97**

Founder and VP of Technology building complex networks and ERP systems based in Novell Netware, Windows NT and Solomon IV (now Dynamics SL)