

Donald J. Sottile

3900 Fairfax Dr., Apt 605, Arlington, VA 22203
Phone: 703.351.6374 Email: dsottile@interrahost.com

EXPERIENCE

2001 - Present **SGS PARTNERS, INC.** **Arlington, VA**

Founder & Senior Consultant

Responsible for developing strategic and tactical technology plans, system architectures, integration planning, and financial budgets and projections for global clients and Fortune 500 companies including the International Monetary Fund (IMF), WestTel, Ltd., Oxford-Analytica, and Fannie Mae.

Technology, Sales and Marketing: eXpervity Mortgage Solutions Corp. Fairfield, NJ

- Developed and implemented a Sales and Marketing process that resulted in 50% sales gains month on month
- Implemented automated reporting processes that generated a 30% gain in processing efficiency
- Authored work flows, requirements, and began implementation of an integrated Mortgage Processing Dashboard
- Developed and executed an integration plan to interface internal applications with a leading 3rd party LOS system

Strategic & Tactical Infrastructure Support: International Monetary Fund (IMF) Washington, DC

- Advised SGS personnel leading the VMware server consolidation from 1,000 servers to a projected 150 servers
- Advised SGS personnel overseeing the implementation of enterprise network and application monitoring software

Restatement Project: Fannie Mae (through Primatics Financial LLC) Herndon, VA

- Led the team responsible for reconciling the Beginning Balance Sheet for the Securities Cost Basis Sub-ledger during 2005 restatement
- Performed project risk assessments for the integration of SOP 03-3, FAS 65, and FIN 46 projects for the Whole Loan Cost Basis Sub-ledger

Budgeting and Forecasting: WestTel, Ltd. Grand Cayman, Cayman Islands

- Created a detailed financial model for forecasting the revenue and costs of new sales channels and the supporting technology
- Provided strategic business analysis and financial forecasting services

External CIO/CTO: American Partners Bank Carmel, IN

- Authored and executed a Systems Architecture plan for the Enterprise
- Developed a 12 month infrastructure plan that supported the growth of the company from 9 employees in 1 office to 80+ employees in 5 remote offices in under 9 months
- Developed and executed an implementation plan to integrate the infrastructure of 2 acquisitions
- Authored documents for a highly successful IT audit by the Office of Thrift Supervision (OTS)

Offshore Project Management: The Federalist Society Washington, DC

- Developed the requirements for an online Pro Bono legal portal
- Managed the offshore development of the application

2000 - 2001 **PEDESTAL, INC.** **Washington, DC**

Chief Technology Officer & SVP

Responsible for IT and operations, Pedestal was a mortgage solution provider in both the primary and secondary market space.

- Led technical staff of 65 personnel and operations staff of 17 personnel
- Managed 5 distinct development projects based in 2 separate regions
- Mentored key personal allowing them to fill critical senior level positions within a 6 month time window
- Evaluated existing technical issues and implemented a confidence building program for the Executive Management Team that identified critical IT shortcomings and rectified them in a timely fashion
- Architected a 3,000 transaction per minute MBS trading system
- Developed and executed a detailed budget plan that reduced division burn by 75% within 90 days while increasing productivity
- Recovered over \$7 million from vendors through mediation, arbitration, and litigation

- 1997 - 2000** **SUNTRUST BANK, INC.** **Atlanta, GA**
Chief Information Officer & VP, SunTrust Equitable Securities Corp. (STES)
 Encompassing Debt and Equity Capital Markets, Foreign Exchange, Derivatives Trading, M&A, Corporate Finance, and all supporting back office functions including clearing, settlement, and safe keeping, SunTrust Equitable Securities was the investment banking division of STI.
- Managed a budget of \$18 million and a technology team of 30+ employees and contractors
 - Led corporate infrastructure initiatives including compliance, trading floor support, telecom, systems development, vendor contract negotiation, budgeting and billing, and enterprise technology strategy
 - Implemented a retention program that resulted in no departures at the peak of the dot com era
 - Initiated an internal audit of accounts payable and recovered over \$500K in incorrect billing
 - Planned and executed the consolidation of remote trading offices for a cost savings of over \$1.2 million per year resulting in 40% lower costs than competing investment banking divisions
 - Resolved long standing differences between STES and the central IT Service Corporation of STI
- Head of Systems Development & Information Security - SunTrust Capital Markets (STCM)**
 Reporting to the CIO, responsibilities included all application development including all in-house and third party vendor applications used in Atlanta and thirteen remote sites across seven states.
- Recruited and managed a rapid application development team of 8 employees
 - Negotiated discounts amounting to a 30% savings on 3rd party contracts worth over \$3 million
 - Managed the successful merger of Crestar Financial Systems with STES during the acquisition of Crestar Bank 8 months prior to any other division and 4 months ahead of the division schedule
 - Additional positions included Information Security Officer and Business Continuation Officer which required the complete authoring of security and disaster recovery plans for all sites
 - Interfaced with senior management to develop a long term technology vision
- 1993 – 1997** **BARCLAYS DE ZOETTE WEDD (BZW)** **New York, NY**
Assistant Director and Project Manager - Strategic Initiatives Information Technology
- Collaborated with traders and executive management teams to define business requirements
 - Defined project scope, authored business and technical specifications, designed application and database architectures, and managed project mile stones, documentation, rollout, and support
 - Projects spanned the Fixed Income, Debt Capital Markets, and Foreign Exchange business areas
- Project Manager – Money Markets & Foreign Exchange**
- Led the Global Foreign Exchange New Products Development IT Group. Responsibilities included the design and implementation of the Margin Trading, Multi Advisor Facility, and the Options Risk Management Systems
 - Architected the first in-house application to utilize global common data storage allowing seamless trading across London, New York, Singapore, Hong Kong, and Tokyo
- 1990 - 1993** **REPUBLIC NATIONAL BANK** **New York, NY**
Project Leader – Back Office Systems
- Responsible for pioneering the banks entry into client-server and RISC based applications
 - Collaborated with business management teams and translated business requirements into technical specifications
 - Project manager and lead developer for Global Treasury System, Credit Request and Credit Limit Systems, and the Mortgage Processing System
- 1985 - 1990** **UNITED STATES ARMY, Second Lieutenant, Armor (Top Secret clearance – lapsed)**

EDUCATION: Hofstra University **Hempstead, NY**
 Bachelor of Science Computer Science, **Minor:** Aerospace Engineering

| | | | |
|--------------------|----------------------|--|--------------|
| ADDITIONAL: | Clearance: | SECRET | 2008 |
| | Certificates: | PMI – Project Management Professional | 2008 |
| | Director: | eXpertivity Mortgage Solutions Corp | 2004-Present |
| | Founder: | SGS Partners | 2001-Present |
| | Founder: | InTerraHost, Inc. | 1998-Present |