



## Resume for David Allen • Bellevue, Washington

Business, Technology, Enterprise Development and Management Specialist

775.235.8465 • david.allen@requnix.com • <http://www.requnix.com>

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Mr. Allen has extensive experience and a driving passion to build strong teams and products with refined technical, design, development, leadership and management experience, multiplying productivity while cutting costs, procuring exceptional talent, providing clear and powerful leadership, and pairing creative thinking with analytical solutions. He is exceptional at handling multiple projects and responsibilities, perfecting processes and procedures for optimal efficiency, ensuring his responsibilities are producing and operating at unprecedented levels. He excels at building state of the art software and services through utilizing the most advanced and reliable technology and resources available.

**Work Experience:** 20 years

**Technologies:** Visual Studio 2010, 2008, 2005, 2003, C#, VB.NET, .NET Framework, XML, ASP.NET, SOAP, Web Services, Windows Services, DirectX, Microsoft SQL, MySQL, Microsoft Access, Microsoft Windows 7, Server 2008, Vista, XP, Server 2003 (and all previous versions including servers), Microsoft Office (Outlook, Word, Excel, PowerPoint, all versions and all components), Microsoft Exchange, IIS, Adobe Photoshop, Atlassian JIRA & Confluence, Subversion, Wordpress, Microsoft CRM, SharePoint, Salesforce, Visio, Microsoft Project, Microsoft VirtualPC, DELL OpenManage, DELL Server Systems. Experience with C, C++. Prior experience includes languages, software and environments dating back to 1980.

CDN, Cloud Computing, eCommerce, Micro transactions, SaaS, Social Networks and MMOGs.

**Specializations:** Software design, architecture and development, executive management, virtualization, team and talent building, collaborative work and task tracking systems, business planning and strategy, resource management (local, remote, and offshore), IT infrastructure, production, product design, development and programming.

**Responsibilities:** Director of Technology (responsible for resource/knowledge/experience relative to technology, problem solving, architecture design, IT, programming and development), Producer (product designer, manager, milestone assignment, vision), Lead Software Architect (leader, designer, mentor, coordinator, communicator, assignment regulator), Lead Software Designer (overall design, user interface, interactions, operations, planned system integrations), Company Lead (business relations, operations and financial management, executive responsibilities).

**Achievements:** Shipping the MMOG (massive multiplayer online game) Alganon for a fraction of the industry standard cost. First in the online game industry to build a commercial MMOG with a virtual company. Creator of computer games: Alganon, Mordor, Demise and Horizons, including the MyAlganon Social Network. Author of published 700-page book on programming. Raised and managed more than \$10,000,000 in capital.

### **BUSINESS AND MANAGEMENT SKILLS AND EXPERIENCE**

With business and technical and management responsibilities ranging from Business Director to Project Manager and Technology Director, Mr. Allen has extensive experience in the areas of:

- Software design, architecture and development for enterprise solutions;
- Business and financial planning and execution including resource management;
- Multi-project and team management of 50 individuals, team hiring, providing vision and leadership;
- Advanced collaborative, task tracking and source control systems;
- Company virtualization and overhead reduction, legal correspondence, communication and training;
- Project and specification design, public relations, public speaking;
- Visualization of virtual problems and solutions;
- Technology integration (internet, network, phone, security).



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### WORK HISTORY

#### *April 2010 to Present – Consultant, Mercois, LLC.*

Applying his knowledge in technology, business efficiency, development and management, Mr. Allen provides leadership and consulting services through Mercois to help other companies strengthen and mature their productivity and efficiency. These services include the review of and feedback on risk assessment, financial planning, the viability of software and technology projects, the skills and capabilities of business and development teams, and the overall implementation of technical solutions, corporate infrastructure, asset management, task tracking and collaborative systems. Mr. Allen also offers expertise in the areas of enterprise architecture and development, fundraising and strategic planning for new companies, state of the art software and integrated business technologies for both private and commercial products.

#### *January 2006 to March 2010 – President & Managing Member, Quest Online, LLC.*

Mr. Allen turned Quest Online into the first virtual company to successfully launch a commercial MMOG (massive multiplayer online game) product. He created the Intellectual Property which became *Alganon* and handled tasks ranging from refining the business strategy, meeting with investors, executing fundraising, hiring and managing the core staff, defining company policy, and acted as the visionary and leader for the company and project. He also ran the day to day operations and acted as the core designer and producer of the project. This resulted in state of the art Client, Server, Tools, World Building and Billing technology. He also created the initial designs for the MyAlganon social network, the online Library system, and the Tribute Merchant System, a micro-transaction system tied to the in-game lore. During this time, he hosted the Server systems for the company and slowly built the team on an as needed basis to nearly 50 individuals. Alganon launched on December 1<sup>st</sup>, 2009. Additional duties included the procurement and architecture of the company's IT/Server Infrastructure, Merchant Billing Gateway configuration, CDN implementation, and execution of 3<sup>rd</sup> party distribution agreements. Alganon launched for a fraction of the industry average \$20M cost for MMOG, and Quest Online owned all the technology, original IP, and server system hardware.

#### *May, 2004 to December, 2005 – Director of Development, The Mortgage Coach*

Acting as Director of Development to help restructure the company's entire technology division, Mr. Allen produced numerous WinForm and Web-based solutions and was also responsible for rebuilding the company's networking infrastructure including all database, web, automated backup, source control, security, and phone support systems. He also worked directly with the owners on corporate strategy and delivered the initial 2005 corporate budget. Participating in weekly leadership meetings with the CEO, he was also responsible for releasing updates to the company's main product "The Mortgage Coach", integrating a functional CRM and order-tracking system, redesigning the company's website, implementing proper issue tracking and communication, applying standard and Agile project management systems, and designed the core of the company's upcoming "Enigma" project as well as managed its day to day development. He also wrote a number of in-house solutions when required in Visual Studio 2003 and 2005 using C#.

#### *September, 2001 to April, 2004 – President, Pharaoh Productions, L.L.C.*

Work included the design of two original online gaming IPs (DOMINION and UNIVERSE), refining the business plan, proformas, defining corporate management structure, bringing the core team of the company together, programming the editor system for DOMINION and programming the 3D client prototype (DirectX8 written in Visual Studio .NET).

#### *July, 1999 to July, 2001 – President, Artifact Entertainment Corporation*

Handled all business decisions, raised capital, designed the prototype for HORIZONS, hired and managed the company team. During this time, HORIZONS became one of the most popular and anticipated MMOGs in the industry.



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*June, 1998 to June, 1999 – **Developer, VB Designs, L.L.C.***

Developed DEMISE a fantasy RPG, including the world-building editor system that served as the foundation for the game, managed a small group of contractors, ran the business network, internet web server, FTP site, and Exchange server, as well as built the hardware needed for these systems.

*February, 1997 to June, 1998 – **Developer, CNA Engineering***

Lead developer on a \$5.5 million dollar project to build the software system for Cendant's shipping warehouse in Torrance, CA. Development included application and database architecture and design, VB5 programming, SQL 6.5, RDO, ADO, and DAO.

*January, 1996 to February, 1997 – **Developer, ISS (Integrated Software Solutions)***

Converted a VB3 vertical market records management application to VB5, this included writing ActiveX Controls, Code Manipulating Add-Ins (Extensibility objects), Creation of a dynamic ActiveX Server communications architecture, and Access 97 development.

*September, 1994 to January, 1996 – **Director of Development, MakItSo Software***

Acting as technical lead, Mr. Allen was the Network Administrator for the business, and was in charge of the development and programming of applications created by the company using Visual Basic 4.0, OLE2, Graphics Programming, Multi-User Communication, the Microsoft Network, and the Windows 95 Game SDK.

*August, 1994 to November, 1994 – **Developer, Procom, Inc.***

Duties included completion of outstanding large-scale database applications, Documentation and Programming (Microsoft C), moving the company into the Windows environment for development and set up of the Windows Network to interface with a Novell server. He taught Windows 3.1, WinWord 6 and VB3 classes within the company and wrote Windows Voice Mail/FAX applications in VB3.

*November, 1993 to May, 1994 – **Test Engineer & Developer, Microsoft***

Tested 16-bit applications within the 32-bit environment of Windows NT, NT debugging and networking, developed advanced testing techniques for DOS and Windows applications.

*April, 1992 to April, 1993 – **Support, MicroHelp. Inc.***

Primary duties included technical support for Windows, Visual Basic, BASIC PDS 7.1, and MicroHelp's add-on products, Windows 3.1 programming, Desktop Publishing, customer service and support, creation of software manual covers and fill-page ads which were published in national magazines, including Windows magazine.

### REFERENCES

Personal Website      <http://www.requinix.com>  
Hobby Website        <http://www.storybag.com>  
LinkedIn Page        <http://www.linkedin.com/in/requinix>

Personal and professional references provided upon request