

# SIGMUND A. FIDYKE III

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## Chief Technical Officer, Product Management, Operations

Experienced technology executive with a passion for innovation, strategic planning and managed, focused development. From managing development teams to process improvements to worldwide launch tours, a proven ability to:

- Build and manage focused, innovative teams
- Communicate effectively between departments and get buy-in from all stakeholders
- Redefine market segments with innovative solutions
- Bridge technology, marketing, and sales to define successful new solutions
- Solve problems and keep the focus on moving the company forward

## EMPLOYMENT HISTORY

### CUSTOM SOFTWARE, INC.

June 2006 – Present

*Contract CTO and Business Management*

President / CTO

#### Fast Forward Video

High-Def Digital Video Recording and Processing

CTO/COO

- Organizing production floor – moving from memory-based BOM and manufacturing to a systematic and documented production process.
- Introducing Agile/Scrum and Lean Manufacturing processes to team

#### Catalina Payment Systems

Internet-based Debit Card and Micro-Business Factoring

CTO

- Organized development projects for credit/debit card enrollment and micro factoring processing.
- Created rewards & recognition program and managed disparate development/sales teams
- Worked with contract researcher to design method of using public records and Internet/Social Media presence to evaluate micro-businesses for suitability for factoring agreements.

#### WebVisible

Internet SEM Services

CTO

- Revitalized unfocused development teams with well-defined project plans and Agile reporting.
- Helped CEO realign attitudes of self-focused department executives and create a corporate team.
- Improved the reputation of the IT and development departments by clearly communicating project status and resetting the focus to a do-what-it-takes service attitude.

#### RWRResearch

Engineering contractor consortium

Advisor

- Guided group to define their market, develop a web presence and create a corporate structure.

#### TaskBall

Cloud task management solution

Advisor

- Helped start-up move from concept to a working version ready to show outside investors.

### PREVENTSYS

Jan 2006 – June 2006

*Provider of Security Risk Management and Compliance Solution*

Product Management / CSO

- Replaced departing Chief Strategy Officer in determining corporate and product direction.
- Connected development and marketing departments to move company from operating on best guesses to having a researched and prioritized plan for moving forward.

**WATCHGUARD TECHNOLOGIES, INC. / BEADLENET**

*Worldwide Provider of Internet Security Solutions*

Oct 1999 – Dec 2004

Director of Engineering / Division CTO

- Directed development and marketing teams to increase worldwide acceptance of a desktop firewall product line. Grew product line from zero to over 25% of the corporate revenue using less than 5% of the company's development resources.
- Led hardware and software dev teams to design & launch the industry's first wireless firewall – creating a new product category and revitalizing the company's reputation for innovation.

**KISS SOFTWARE CORPORATION**

*Publisher of Windows Software Utility Products*

Aug 1996 – July 1999

Founder and CTO

- Successfully developed consumer software products using offshore development teams. Continued success of product line with in-house work on subsequent versions.
- Succeeded in growing a start-up company to a size and revenue that gave outside investors a 10-fold return in two years.

**TOUCHSTONE SOFTWARE CORPORATION**

*Publisher of Windows Software Utility Products*

Dec 1993 – Jul 1996

Vice President of Development / CTO

- Expanded the company's product line from two technician-only offerings to a catalogue of eight award-winning products for the general consumer. This was a critical step in moving the stock from a pink sheet value of 25 cents to a small cap value over \$10 in 2 years.
- Created and improved a general utility software product that became a market segment leader – outselling Norton Utilities for Windows 3.1.

**CUSTOM SOFTWARE, INC.**

*Contract Software Development Firm*

Feb 1979 – Nov 1993

Founder, President, CTO

- Founded a contract services company and ran it for 15 years, growing from two programmers to a respected firm of over 20 people with sales, marketing and support personnel.
- Expanded the company beyond a dependence on hourly contract work by adding more profitable product development projects.

**TEAM DEVELOPMENT – LATEST PLATFORMS & METHODOLOGIES**

- .Net (C#), Java, PHP, C++, C, Python, Ruby on Rails, MS SQL, MySQL
- Linux, VxWorks, Windows, MacOS
- Agile / Scrum

**EDUCATION**

**Graduate Study in Information & Computer Science**, University of California, Irvine

**B.S., Information & Computer Science**, University of California, Irvine

**PROFESSIONAL AFFILIATIONS**

**Chapman University** – Math & Computer Science Advisory Board

**OC TechAmerica (AeA)** – Executive Board, Academic Liaison, Chair Innovation Roundtable

**American Association of Senior Executives** – Executive Board

**Various Executive Groups (Convence, etc.)** – Speaker on Innovation and Social Media for Executives

**Boy Scouts of America** – Scoutmaster, District Award of Merit, Silver Beaver Award