Ally Business Developers
www.AllyBusiness.com

Ally Business Developers
23W236 Kimberwick Lane
Naperville, IL 60540

Michael B. Bender, Senior Partner

Ally Business Developers

Mr. Bender founded Ally Business Developers in 1995 for the purpose of helping companies, as well as non-profit, religious, and government organizations improve the way they work and achieve their goals. Since that time, Mr. Bender has helped thousands of people and hundreds of organizations grow. Specializing in project management, process management, and work management, Mr. Bender's experience includes virtually every industry and spans several continents. Here are some career highlights:

Direct Project Experience Highlights

- Helped develop the Hubbell Space Telescope
- Helped design and develop the NEXRAD (Next Generation Weather Radar) System
- Helped design and develop air traffic control systems for the United States, Taiwan, and the United Kingdom
- Designed, developed, and deployed cable television station automation systems

Methodology Development Highlights

- Developed specialized concepts and training for research-based project management for a chemical and glass research and manufacturing company
- Developed custom methodology and training for large-scale medical equipment installation, including pre- and post-sales support
- Helped develop methodology for new and enhanced product development for a pharmaceutical information publishing company
- Developed full turn-key construction project methodology for use in construction in the medical field

Other Career Highlights

- Author of, *The How to Project Manage Series: Setting Goals and Expectations*
- Frequent speaker for the American Management Association
- Authored or co-authored many of AMA's project management curriculum for past eight years
- Mr. Bender recently completed the first phase of a study in best practices in multi-project management. This study resulted in new concepts for balancing resources across multiple projects, prioritizing and managing multiple projects in both project-

oriented and non-project oriented organizations. Ally is now offering seminars and consulting services based on these new concepts.

Mr. Bender's industrial experience includes manufacturing, power utility and control, chemical research and processing, financial services and management, information systems, medical equipment installation, construction, internet marketing, mining, and university management. Mr. Bender's consulting experience includes project and process review, creating and enhancing methodologies, workload analysis, organizational structure review and recommendations, and many other areas. An accomplished speaker, Mr. Bender leads seminars and trains in all aspects of project, process, and work management.

His experience also includes city and state governments and not-for-profit clients. Below are descriptions just some of the areas where Mr. Bender has helped his clients succeed.

- Mr. Bender is a frequent speaker for the American Management Association (AMA). Specializing in project management, Mr. Bender leads both on-site and public seminars. Mr. Bender has also authored or co-authored many of AMA's current and past seminars, including: *Best Practices for the Multi-Project Manager*; *Senior Project Management; Improving your Project Management Skills, the Basics for Success*; *Technical Project Management, Information Systems Project Management;* and *Project Scope, Time and Cost for Project Management.* Mr. Bender has recently completed the first stage of a study of multi-project management best practices to update the *Best Practices for the Multi-Project Management* course.

- Mr. Bender provided both project management training and consulting services to a worldwide religious organization to aid their information systems management department. The training and consulting targeted improvements in quality and on-time delivery of critical systems for communicating with member churches, training programs and news deployment. The project portfolio also included web site development to improve communication and generate new members.

- For Siemens Medical Systems, Mr. Bender developed a detailed project management methodology that reduced project delays resulting in savings of an estimated $7 million dollars per year. Siemens sells and installed MRIs, CAT Scan and other large and small medical equipment in hospitals, clinics, and other medical facilities. Each machine can cost over $1,500,000. Installation delays results in loss of income from interest and equipment storage. Mr. Bender also consulted on Siemen's ISO 9000 development and integrated the project methodology into their ISO standards.

- Mr. Bender helped an international bank integrate a newly acquired bank. The acquired bank's processes were bipolar in style from the buyer's, resulting in severe cultural incompatibilities. Mr. Bender provided training and consultation

helping the acquired bank develop compatible project-oriented processes resulting in smoother and less costly integration.

- Medi-Span is a pharmaceutical information publishing company. Mr. Bender provided consulting and training to help develop Medi-Spans project methodology for new product development and existing product upgrades. Mr. Bender's unique talents in understanding multi-project integration allowed Medi-Span's strategic planners to coordinate the company's strategic plans with the new methodology.

- Mr. Bender's successes at Medi-Span propelled him to both consult and train at First Databank when they acquired Medi-Span. First Databank also acquired several other companies to help broaden their product lines. Mr. Bender helped to integrate the diverse project methodologies into a cohesive, integrated system. Mr. Bender recommended developing a Program Management Office (PMO) to provide a single point of contact for the strategic managers and project teams spread across 2 continents. The PMO allowed the individual organizations to remain independent, yet receive common direction from strategic managers and send consistent status reports to the strategic managers.

- Mr. Bender helped develop a project methodology and provided training for the State of Florida and the City of Tallahassee's Information Systems departments. The key feature for this methodology is that it had to both remain consistent and survive frequent changes resulting from elections.

Prior to starting Ally, Mr. Bender designed, led, and directed the development of high-technology computer-based systems, and supported such organizations as Unisys, Digital Systems Corporation, Perkin-Elmer Corporation, Rational Broadcast Systems, IBM Corporation, Applied Digital Communication, telecommunication companies, and the Federal Aviation Administration (FAA). During the period, Mr. Bender held full organizational responsibilities, including: full budget preparation and control, hiring and firing, contracts negotiation, sales and marketing, and organizational development. Titles included: project manager for Beechwood Data Systems, director of engineering for Digital Systems Corporation, president and senior partner for Computer Control Technology.

- Beechwood Data Systems designed and developed custom software for the telephony industry. As a project manager for Beechwood, Mr. Bender was one of the principal project specialists. Prior to joining, Beechwood had no defined project methodology. Mr. Bender mentored and assisted other managers in troubled projects throughout Beechwood. He also was instrumental in developing methodologies for many of Beechwood's projects significantly improving on-time delivery and client satisfaction.

- Mr. Bender, as president and senior partner for Computer Control Technology, conceived, designed and developed a technological breakthrough product for Manhattan Cable Television in New York. Trading as Rational Broadcast Systems, the system was the first to integrate a transaction-processing cable

television show scheduler with a real-time head-end automation system. The station managers and operators could enter in a series schedule or a single show up to a year in advance. Changes to the schedule could be made as little as 5 minutes prior to airtime. The automation system offered direct control and tape verification of a bank of fifty videotape machines and the video/audio routing switcher to provide the program on-air.

- Mr. Bender lead the team that designed, and developed an Electronic Financial Transfer (EFT) system used to integrate financial transactions across banks and the Federal Reserve Bank for a major transaction-processing client.

- Mr. Bender was one of the principal developers of the Next Generation Weather Radar (NEXRAD) system's communication network deployed throughout the United States. Mr. Bender helped develop both the Wide Area Network (WAN) and Local Area Network (LAN) for this nation-wide system.

- Mr. Bender was both team leader and project manager for several air-traffic control development projects. Some projects included development of the WAN and LAN communication systems for the air traffic control systems for Taiwan and the United Kingdom. Mr. Bender also lead the project for upgrading the communication subsystem for flight strips for the US air traffic control system.

Prior to starting his management career, Mr. Bender designed, developed and deployed many high-tech computer-based systems for a variety of companies and clients. Here are just some of the highlights of Mr. Bender's experiences:

- Mr. Bender helped develop advanced techniques to texture surfaces for aircraft simulators. The texturing techniques involved generating pseudo-random numbers to create predictable but apparently random patterns on screen. This scheme allowed the system to generate realistic textures in real-time for aircraft simulators.

- Mr. Bender helped design and develop the software to determine the curvature of the Hubbell space telescope mirror. The system involved taking a laser picture of the refraction pattern of the mirror, digitizing it and determining how spherical the mirror was. The output of this system was used to drive the mirror polishers.

- Mr. Bender was one of the principal designers and developers of a network employed by power-generating utility companies to share power across the grid. The system determined the amount of power fed among companies and generated financial exchange data to ensure proper billing.

- Mr. Bender was a member of a team that designed and developed a computer system used to perform destructive testing of high-power electrical equipment for Gould High-Power Labs. This system was one of the first to employ fibre-optic technology to transmit information between the equipment under test and the data capture computers. Destructive testing was performed by continuously driving

more and more power into the device until it failed (often by exploding). This was done to determine how, when, and why equipment would fail to improve product reliability.

- Mr. Bender was on-site analyst and team member for a communication satellite launch for RCA Corporation. The system was installed in Great Gorge, NJ, at the primary ground tracking and launch control center.

Mr. Bender holds a BS in biomedical-electrical engineering (BSEE) from Rutgers University. Mr. Bender is a proud member of the AMA and the Project Management Institute. He has also been featured in *International Who's Who*, and National Register's *Who's Who in Executives and Professionals*.

Mr. Bender is currently authoring a series of books designed to help new project managers develop successful techniques for managing projects. The "How To Project Manage" series will include books targeted to the most critical aspects of project development. The first book, *Setting Goals and Expectations* is now available from major on-line bookstores.