

Coralville, IA 52241 • 616.901.6293 • dwolt@tincat-group.com

Professional Experience

TINCAT GROUP, INC, CORALVILLE, IA FEBRUARY 2002 - PRESENT

President

- Helping software companies and product teams thrive.
- Identifying and keeping the top-level goals in mind while facilitating projects large and small.
- Consulting on product development and marketing for software vendors, including strategies for influencing a marketplace.
- Addressing the pain points and opportunities of software organizations with a jack-of-all-trades, strategic, result-oriented skillset.
- Identifying marketplace requirements, designing related products, product lines, and marketing strategies.
- Evaluating business software development alternatives, including Microsoft and Google tools and libraries.
- Assisting companies in choosing tools, architecture, and partners to achieve their goals.
- Consulting and communicating industry analysis related to software development projects, tools, and techniques, including trends, methods, and product positioning.
- Evaluating emerging technology and data trends in higher education.
- Assisting developers of software-as-a-service and data-integrated web or mobile applications.
- Encouraging and supporting vendors and customers of data-based applications, including MultiValue, NoSQL, and SQL-based solutions.
- Facilitating data-driven decision making through business intelligence tools and methods.
- Consulting related to the developer's stack and toolsets, including languages, databases, and tool selection.
- Data modeling for developing and enhancing large scale business applications, preparing high level designs.
- Working within vertical industries, with a career-long focus in both software companies and higher education, plus additional experience in manufacturing and distribution.
- Managing projects using SCRUM techniques and/or aligning with customer project practices.
- Managing teams of developers, product marketing, or project managers.
- Identifying, managing, and driving toward success with pilot projects.
- Facilitating communication and assisting with a "whatever it takes" and energetic attitude toward organizational success and customer satisfaction related to projects and products.

ONGROUP INTL, PENSACOLA, FL, REMOTE JUNE 2015 – MAY 2018

Executive Vice-President, As President of Tincat Group, Inc.

- Facilitated partnerships with other software companies.
- Managed marketing efforts, both product marketing and marketing communications.
- Worked with prospective customers moving from no knowledge about the products and company to receiving a "yes" for proceeding with license and implementation.
- Worked with pilot sites migrating their applications to Microsoft .NET and SQL Server.
- Defined and priced products.
- Prepared Statements of Work proposals for prospects and customers.
- Presented industry analysis, company, and product information to prospects, partners, and industry analysts.
- Managed the marketing and sales pipelines.
- Wrote presentations, press releases, email messages, social media postings, and worked with graphic designers to prepare marketing materials, including web sites, digital materials, and printed materials.
- Recorded and edited product demonstration videos viewed by prospective customers.
- Designed onboarding strategies and campaigns.
- Maintained the CRM, a shared CRM with Tincat Group, of companies and individuals in the MultiValue space.
- Managed trade show participation, including booth, materials, online information, and presentations.
- Performed user experience testing; prepared related UX specifications and guides for using the software.

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INSTITUTE FOR CHRISTIAN STUDIES, TORONTO, ON **JANUARY 2013 – JANUARY 2014**

Co-President

- Moved organization with a projected end date toward a sustainable future.
- Developed and received all approvals for a budget that extended the projected life of the school.
- Implemented challenging budget reductions, including coordinating processes for reductions never before addressed by the school.
- Facilitated a collaboration with a school in Costa Rica that resulted in a 10% increase in student enrollment.

SNUPNOW LLC, SIOUX CENTER, IA **FEBRUARY 2007 – DECEMBER 2012**

Managing Partner

- Designed and developed web-based software for sign-ups: registrations, appointments, and transcripts.
- Painted a vision as a founding partner while bootstrapping this start-up company.
- Facilitated and developed organizational partners as well as a highly distributed team of very part-time sweat-equity partners to design, develop, and deploy new software.
- Built SnupNow software, took it through six alpha delivery tests, including full e-commerce support using Amazon Marketplace APIs, prior to dissolving this US partnership when accepting the position in Canada.

DORDT COLLEGE, SIOUX CENTER, IA **AUGUST 2009 – AUGUST 2011, AUGUST 2004 – AUGUST 2005**

Associate Professor, Mathematics & Computer Science

- Taught a variety of courses all related to software development, including Object-oriented Programming I & II using Java; Information Systems Analysis & Design; Decision Support Systems; a web-based apps course using JavaScript, HTML, and CSS; and a Design Patterns Seminar.
- Taught Calculus I and II.
- Proposed, recruited for, and taught students in a new Web Development (“WebDev”) minor.

DATATEL, INC., FAIRFAX, VA, REMOTE GRAND RAPIDS, MI **AUGUST 1996 – JANUARY 2002**

Director, Software Development

- Provided leadership for software development projects related to business intelligence solutions for higher education.
- Participated in the development of database-independent reporting strategies, including Executive Information Systems, On-line Analytical Processing, Query and Report, Data Marts, and Ad Hoc reporting. This included communicating, partnering, and attaining credibility with vendors, contractors and beta test clients, as well as serving as primary contact internally regarding Datatel’s reporting strategy.

CALVIN COLLEGE, GRAND RAPIDS, MI **NOVEMBER 1988 – AUGUST 1996**

Director of Computer Services

- Directed IT areas of information systems, instructional computing, campus labs, technical support, network operations, telecommunications, and desktop systems. Managed team of twenty-three Information Technology professionals plus more than thirty student employees, on a campus of four thousand students.
- Planned and administered a multi-million-dollar budget.
- Facilitated large projects to move the college into a strong position related to information technology.
- Served as Assistant Director for Administrative Computing for the first two years, during which time we selected and implemented Colleague and Benefactor administrative software from Datatel (now Ellucian), as well as, Dynix library software.

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STEELCASE, INC. GRAND RAPIDS, MI 1985 – 1988

Systems Analyst/Project Leader, Major Projects

- Served as project leader of the team developing and deploying software for special quotation pricing for the entire product line, throughout all of the regional sales offices and corporate headquarters.
- Led project for software development methodology, working with consultants and team members to deploy industry best practices and state-of-the-art purchased methodology. Participated on project management tool selection project.
- Led the developer workbench project, selecting Computer Aided Systems Engineering tools and quality procedures related to programmer productivity.

CALVIN COLLEGE, GRAND RAPIDS, MI 1979; 1980 – 1982; 1984 – 1985

Instructor of Mathematics and Computer Science

- Taught Calculus and introductory Mathematics and Computer Science courses.
- Wrote the primary text for the COBOL course, an unpublished manual purchased by students.
- Worked a summer to convert administrative systems from Honeywell to Prime while in graduate school.

UNIVERSITY OF NORTH CAROLINA, CHAPEL HILL, NC 1982 – 1984

Analyst/Programmer

- Customized and deployed Information Associates financial systems for the University as part of a team.
- Designed and developed an end-user reporting component that was reviewed and adopted by the vendor.
- Served as the lead developer for a CICS COBOL system for UNC Public Television that remained in production for fourteen years.

ELSTON-RICHARDS STORAGE COMPANY, GRAND RAPIDS, MI 1977 – 1978

Computer Programmer

- Worked part-time and summers to design and write COBOL software applications for General Ledger, Accounts Payable, Accounts Receivable, Payroll, and Depreciation functions.
- Wrote enhancements to the Primos Operating System using Fortran.

Education

MICHIGAN STATE UNIVERSITY EAST LANSING, MI

Masters of Science in Mathematics

CALVIN COLLEGE GRAND RAPIDS, MI

Bachelor of Arts, Major in Mathematics

Sampling of Blogs, Presentations, and Video Postings

- Tincat Mewsings, starting with “Is Codd Dead?” in 2006, with more than 25,000 readers (tincat-group.com).
- Project team blog SnpNow: Persistence Matters in 2009 (snpnow.wordpress.com).
- YouTube channel for an introductory video training series for web development using vendor toolkit, 2011, removed as too dated in 2017.

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- Presentations at Datatel User Group (DUG) meetings, International Spectrum, also regional meetings, including titles such as “UniData vs. SQL Server” at DUG and “End-to-end AJAX” in 2006 at the Seattle Area Pick User Group. The latter is still online at <http://www.tincat-group.com/talks/ajax.html>.
- Gave presentations at more than twenty professional conferences since 1990.
- Inauguration speech for the Institute for Christian Studies (ICS), May 2013.
- Presidential Musings, a monthly column in the ICS Channel 229 news in 2013.
- More than 100 vendor-specific presentations over the years, the most recent one entitled “MultiValue and the Rise of Multi-model Databases” in April 2018.

Sampling of Affiliations & Community Service

- Volunteer, Tech sHeros, Junior High, Shawnee, KS, Fall 2014.
- Assistant coach, Sioux Center, FIRST LEGO League, Fall 2011 - Spring 2012.
- Chair of Democratic Caucus, Sioux Center, IA, January 2008; Member Sioux County Democratic County Central Committee, 2008, 2012.
- Acting Chair of Emerging U2 User Group for IBM UniData and UniVerse products, 2004 - Spring 2005, Past President for term ending Spring 2006.
- Board of Trustees, GrandNet, “non-profit organization serving the West Michigan community with leadership in information and communication technologies” 1994-1999 (Chair, 1998).
- Board of Directors, Datatel Users’ Group, 1995-1997 (Chair, 1996). DUG Tech Board, 1991-1993.
- ACM, Association for Computing Machinery, Former Member; IEEE, Former Member.
- Technology Committee of Byron Center Christian School, 1997-1999.
- Technology Committee for Pathway Ministries church, 1995 – 1998.
- Several other non-profit committees over the years, including Education committee in Durham, NC; Chair of Education committee in Sioux Center, IA; Promotions committee in Orange City, IA; Girls’ Club counselor for inner city eighth graders in Grand Rapids, MI; Young Adult Group leader in GR, MI; also bell choir, drama team.
- Voting member of CAUSE (now EDUCAUSE), an organization serving information technology professionals in Higher Education, 1990-1996.
- Founder of “crc-voices” e-mail list for Christian Reformed Church discussions, still serving its constituency after almost two decades. Similar initiating role for other lists in the 1990’s.