

JOE GARCIA

Contact Information Withheld

IT Executive with proven success in building award-winning systems; couples extensive technical knowledge with leadership skills to maximize operational performance and competitive edge to propel companies to market dominance.

Championed design, development and implementation of state-of-the-art IT systems for healthcare intermediary.

Supported revenue growth from \$1 million to \$12+ million and market position improvement from #20 to #1.

Built systems that were critical factors in acquisition of company by Fortune 500 leader.

Decisive Leader adept at identifying roadblocks, defining requirements and developing/executing technology solutions.

- Pivotal role in company earning national recognition, winning 2 prestigious CIO 100 awards from *CIO* magazine.
- Turned around stalled project; led design of large healthcare portal; won *Forbes* Top 10 in healthcare award.
- Architected real-time EDI system for signature European account, resulting in 30% revenue increase.

Dynamic Achiever with track record of partnering technology with strategic corporate goals to optimize stakeholder value.

- Developed EDI solutions for fraction of original estimates; led implementation across multiple sites.
- Automated 60%+ of claims processes, sparking 500% productivity gain; expanded regional network worldwide.
- Created IT infrastructure for revolutionary system, enabling sales team to win add-on business from existing accounts.

PhD candidate, Computer Information Systems (Applied Computing), emphasis in Information Security,
Nova Southeastern University, estimated graduation 2008.

MS, Management Information Systems, Nova Southeastern University, 2004.

Member of Upsilon Pi Epsilon, the International Honor Society for the computer and information disciplines.

Fluent Spanish.

PROFESSIONAL EXPERIENCE

HYGEIA CORPORATION, Miami Lakes, FL 2001 - Present

Vice President, Research / Development

- Recruited to this 5-year-old healthcare startup to build state-of-the-art IT systems.
- Interfaced with senior executive team on strategic initiatives; aligned technology with corporate vision.
- Designed HIPAA-compliant EDI system, dramatically reducing processing costs while driving huge efficiency gains.
- Spearheaded creation of 1 of the industry's 1st Web-enabled, real-time claim submission solutions.
- Streamlined development processes; managed technical professionals across US and Canada.
- Evaluated technology acquisitions; made budgetary recommendations; sourced/managed 3rd-party vendor relationships.

PROXYMED CORPORATION, Ft. Lauderdale, FL 1997 - 2001

Director, Internet Development

- Tapped to turn around underperforming development project that was 8 months late and \$1 million over budget.
- Realigned strategy, resulting in creation of ProxyMed.com, a comprehensive, award-winning healthcare portal.
- Led team in design of various Web-enabled applications including on-line prescription refills and laboratory orders.
- Originally retained on a contract basis; quickly moved through senior developer and network architect positions.

TECHNOLOGICA SOFTWARE, Miami, FL 1994 - 1997

Development Manager / Technical Lead

- Built manufacturing systems, driving 50% productivity gain in job scheduling for metal manufacturers.

Previous: *GDZ Computer Services, Inc.*, Sr. Analyst - created Integrated Shipping Industry System, automating back office operations for maritime shipping firm. *Trade Finance Corp.*, Sr. Developer / Analyst - designed financial pricing models.