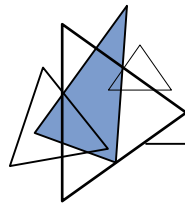


Article 1, Attachment C – Organizational Chart and Staffing Table

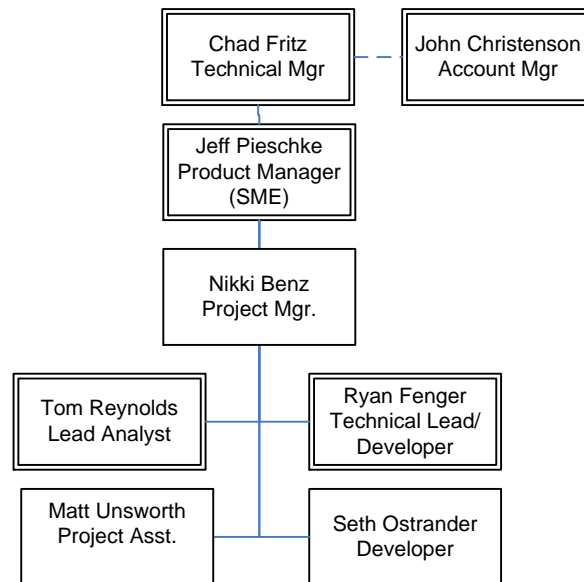
Listed Explore personnel have played key roles on the Minnesota IRP/IFTA/PRISM, Texas IRP and Delaware IRP implementations. They are highly experienced professionals who have first hand experience, developing, implementing and supporting IRP software. In addition, all Explore developers and analysts have worked on Explore's Driver Violation Monitoring Solutions, where they have gained substantial subject matter expertise with driver registration data.

Explore is growing our IRP team based on our recent project awards and a desire to serve more jurisdictions. The core IRP team is described below. The team identified below completed the IRP implementations in Minnesota and Texas, with Delaware IRP in progress, and have experience managing large scale IRP implementations using industry best practices and methodologies that parallel Michigan's Project Management Methodology (PMM).

Organization Chart for the MDOS Explore IRP project:



Explore IRP Staffing Table



Explore personnel that will be assigned to the Michigan IRP Project include:

- **Jeff Pieschke, SME (Key).** Jeff served as project manager and subject matter expert for Minnesota IRP/IFTA/PRISM implementation, TxIRP project and Delaware IRP Project. Jeff designed the Explore IRP Audit system. Jeff has participated in joint IRP/IFTA Peer Reviews in the State of Minnesota. He combines strong IRP knowledge with proven project management skills, outstanding analysis skills and exceptional customer focus. Jeff's career has included lead roles as a developer, analyst and manager on Explore's Driver and Vehicle Information Solutions that serve the P&C Insurance marketplace. (Marshall, Minnesota)
- **Nikki Benz, Project Manager.** Nikki serves on the Delaware IRP team as an internal Project Manager and has taken on many of the project manager duties externally facing as well. She was on the TxIRP team as a business analyst and testing coordinator. She has experience in all facets of a typical project. In addition, Nikki assists in training development and delivery. (Marshall, Minnesota)
- **Ryan Fenger, Technical Lead (Key).** Ryan served as a technical lead for the Delaware and TxIRP implementations, and established technology standards,

- coding standards, and interactions for TxIRP. He also coordinated development activities among the Explore IRP development team. Ryan is involved with all aspects of development. Ryan also has extensive experience with Explore's Driver and Vehicle Information Solutions that serve the P&C Insurance marketplace. (Marshall, Minnesota).
- **Seth Ostrander, Developer.** Seth served as a developer for the Minnesota IRP/IFTA/PRISM implementation and as an architect/developer for the Delaware and TxIRP implementation projects. Seth specializes in interfaces, fee calculations, data conversion, and any other middle-tier related work. (Marshall, Minnesota)
 - **Tom Reynolds, Senior Analyst.** Tom has served as an analyst for the Minnesota IRP/IFTA/PRISM implementation and as a lead analyst for the TxIRP implementation. Like Jeff, Tom possesses strong IRP knowledge, outstanding analysis skills and exceptional customer focus. Tom has worked extensively on IRP interfaces and data conversions. Tom began his career with IBM. (Marshall, Minnesota)
 - **John Christenson, Account Manager/Contract Administrator (Key).** John provides account and contract management for the Minnesota and TxIRP implementations and the Delaware IRP projects. He also provides vendor public relations/marketing functions for Explore IRP. He has served in this capacity on both the Minnesota and Texas projects.
 - **Chad Fritz, Technical Manager, Government Solutions.** Chad serves as the Technical Manager for Explore Government Solutions. Chad oversees all infrastructure services. (Marshall, Minnesota)
 - **Matt Unsworth, Project Assistant.** Matt Unsworth is the State Program Supervisor for New Mexico's Uninsured Motorist Program. Matt will be assisting with project and analyst related tasks for the Michigan IRP project.

In addition to the staff mentioned, we are actively recruiting additional team members in order to ensure that we maintain the level of service that our customers are accustomed too, while still growing and expanding to ensure continued viability of the product line for Explore.

JEFFREY E. PIESCHKE, SUBJECT MATTER EXPERT/IRP PRODUCT MANAGER

Background Summary

Jeff has served as project manager for the Minnesota IRP/IFTA/PRISM implementation, the TxIRP implementation and the Product Manager for the Delaware IRP project. Jeff has participated in joint IRP/IFTA Peer Reviews in the State of Minnesota.

He combines strong IRP knowledge with proven project management skills, outstanding analysis skills and exceptional customer focus. Jeff's career has included lead roles as a developer, analyst and manager on Explore's Driver and Vehicle

Information Solutions that serve the P&C Insurance marketplace. Jeff will be allocated part time on the project.

Education

- 1989 South Dakota State University, Brookings, SD
*Bachelor of Science Degree in Mathematics
Computer Science Minor*

Certifications

- Certified Project Manager (PMP)

Relevant Skills

- Project Management
- Team lead
- Systems analysis
- IRP/PRISM and IFTA systems processing
- Insurance verification systems

Selected Career Accomplishments

Explore Information Services, LLC

1989 – Present

Senior System Analyst/Specialist/Project/Product Manager. Gather and document business requirements for projects. Architecture Lead for Explore Information Services. Consult with external customers on technical needs and implementation of products.

Previous Project Experience:

PROJECT: Delaware IRP

Project Description: Implementation of an IRP system for the Delaware Department of transportation.

Dates: April 2005

Role: Project Manager and Subject Matter Expert for the Delaware Department of Transportation IRP project. Lead the technical analysis function. Provide both subject matter and analyst assistance where needed.

PROJECT: Texas IRP

Project Description: Implementation of an IRP system for the State of Texas Department of transportation.

Dates: April 2005 to December 2006

Role: Project manager and Lead Analyst for the implementation of Explore IRP for the State of Texas Department of Transportation. Led the Explore IRP implementation team. Managed project schedule. Communicated weekly updates to the DelDOT IRP team. Project Manager for the TxDOT PRISM implementation.

PROJECT: Minnesota IRP/IFTA/PRISM

Project Description: Implementation of IRP/IFTA/PRISM systems for the State of Minnesota Department of Public Safety.

Dates: March 2004 to December 2005

Role: Project manager for the implementation of Explore IRP/IFTA/PRISM for the State of Minnesota Department of Public Safety. Led project related activities and tasks.

PROJECT: New Mexico IIDB

Project Description: Collection of vehicle insurance data from over 400 insurance companies, aggregation and matching of the data against the state's vehicle and driver databases, and exception reporting including letters sent to uninsured motorists.

Dates: Feb 2002 to Present (Operational)

Role: Prepare technical response to RFP; Assist in requirements gathering and project coordination.

PROJECT: Colorado Bulk Records

Project Description: Receive and maintain copy of Colorado Driver Registration data in order to act as an authorized bulk records reseller of Colorado data.

Dates: Feb 2002 to Present (Operational)

Role: Prepare technical response to RFP; Requirements gathering and project coordination.

Explore Information Services, LLC

1998 – 2002

Systems Development Manager – Client/Server. Managed team of approximately 30 professionals, generally consisting of 3 project managers, 25-30 developers. Certified as a Project Management Professional (PMP) with the Project Management Institute in April, 2001. Major skills used within this group included Visual Basic (including use of MTS, MSMQ), Visual C++, SCO UNIX C, Informix 4GL, SAP ABAP, and EDI.

Responsibilities included resource allocation and master schedule planning; interviewing, evaluation, and hiring of staff; career development of staff; direction of technologies used in client/server department; relationships with outside consulting and 3rd party vendors; development and maintenance of development standards and methodology; responsible for stability and scalability of major systems; responsible for approximately \$1.5 - \$2.0 million annual development budget.

Business areas supported included SAP Basis team, EDI, Explore Division, Document Management, Call Center, Administrative and Financial systems.

Previous Project Experience:

PROJECT: Colorado MIIDB

Project Description: Collection of vehicle insurance data from over 400 insurance companies, aggregation and matching of the data against the state's vehicle and driver databases, and exception reporting including letters sent to uninsured motorists.

Dates: January 1999 to December 2002 (Operational)

Role: Manage the Development Project Manager and team in charge of development and maintenance for this system. Main role is to provide resource allocation; guidance for requested changes, and technical direction for the system

The Schwan Food Company/Explore Information Services, LLC

1991 – 1998

Project Manager. Managed continued development of the Telemarketing System, playing a key role in enabling the telecommunications department to grow from less than five full time people to more than 30. Managed Implementation of an In-house Banking system for employee incentive points. Managed analysis, design, implementation, and maintenance of a Motor Vehicle Records Reporting and Information Systems for the EXPLORE Division of Ram Center, a subsidiary of Schwan's. Consistently managing a team of approximately 8-12 developers and helping this business grow an average of 30% a year for 7 years. Routinely consulted for working directly with external customers in order to secure business for Explore.

The Schwan Food Company

1989 – 1991

Programmer. Maintained Reporting System used for Route Sales Division. Responsible for Analysis, Design, Coding and Implementation of an incentive system for the Retail Salespeople. Analyst for new development of a Telemarketing System based in UNIX.

Management positions have included managing a system testing and configuration management team that supported an organization of more than 200 people that included a software development staff of 75. Actively participate on projects as a tester and configuration manager and perform managerial duties. Mentor staff in leadership roles to delegate departmental activities. Actively participated in corporate CMMI initiatives (blueprinting) in testing, quality assurance, support, and configuration management.

NIKKI BENZ, PROJECT MANAGER

Background Summary

Experienced IRP project manager with proven skills and experience managing systems implementations. Nikki served on the TxIRP team as a business analyst and is now Lead Analyst Asst. Project Manager on the Delaware IRP project.

Education

- 1996 - DAKOTA State University, Madison, SD
Bachelor of Science Degree in Marketing

Relevant Skills

- Project Management
- Systems analysis and problem solving
- IRP/PRISM business applications
- Requirements gathering
- Test plan, test case, and test report development
- Training

Selected Career Accomplishments

Explore Information Services, LLC

2006 – Present

Project Manager/Business System Analyst. Maintain business relationships and manage projects to build, enhance, and maintain Explore business systems.

Previous Project Experience:

PROJECT: Delaware IRP

Project Description: Implementation of an IRP system for the Delaware Department of Transportation.

Dates: November 2007 to Present

Role: Internal Project Manager/Lead Analyst in the implementation of Explore IRP for the Delaware Department of Transportation. Assisted with external project manager duties. Led the Explore IRP implementation team. Manage project schedule. Led training team. Lead Analyst.

PROJECT: Texas IRP

Project Description: Implementation of an IRP system for the State of Texas Department of Transportation.

Dates: April 2006 to March 2007

Role: a Lead Analyst in the implementation of Explore IRP for the State of Texas Department of Transportation. Specialized in system testing functions. Assisted in writing training documentation and facilitating training classes. Business analyst for the Texas Department of Transportation PRISM implementation. Gathered and documented business requirements.

Federated Insurance Company

1997 - 2005

Business Systems Analyst/Senior Developer Analyst. Gathered and documented business requirements for projects. Wrote and implemented test scripts for projects. Designed, developed, implemented, and maintained insurance premium rating applications (Series III) and processes in Micro Focus COBOL, Visual Basic 6.0 and Visual Basic for Applications. Spent three months testing a new application (Series III) during the unit test phase of the project.

Was first point of contact and support for customers' production calls. Created a process and procedures training manual for help desk coordinators.

RYAN FENGER, TECHNICAL LEAD

Background Summary

Senior Technical Lead for IRP and IFTA products. Responsible for establishing technology standards, coding standards, and interactions for Explore IRP. Ryan also coordinates development activities among the Explore IRP development team. Ryan will be allocated part time on the project.

Education

- 1996 Alexandria Technical College, Alexandria, MN
Associate of Applied Science Degree in Computer Programming

Relevant Skills

- Microsoft .NET framework, SQL Server, XML, HTML, ASP, Microsoft C#, ASP.Net,
- Informix 4GL, Unix shell, Visual Basic 6, Windows Scripting, Java script, MTS, Pres 2000.

Selected Career Accomplishments

Explore Information Services, LLC

1998 – Present

Systems Developer. Design, develop, implement, and maintain Explore applications and processes in Informix 4GL, Unix shell, Visual Basic 6, Windows Scripting, Java script, MTS, SQL Server, XML, HTML, ASP, Microsoft C#, ASP.Net, Pres 2000.

Previous Project Experience

PROJECT: Delaware IRP

Project Description: Implementation of an IRP system for the Delaware Department of Transportation.

Dates: November 2007 to Present

Role: Technical lead and developer for the implementation of Explore IRP for the Delaware Department of Transportation.

PROJECT: Texas IRP

Project Description: Implementation of an IRP system for the State of Texas Department of Transportation.

Dates: April 2005 to December 2007

Role: Developer for the implementation of Explore IRP for the State of Texas Department of Transportation.

PROJECT: Minnesota IRP/IFTA/PRISM

Project Description: Implementation of IRP/IFTA/PRISM systems for the State of Minnesota Department of Public Safety.

Dates: March 2004 to December 2005

Role: Software developer for the IRP and IFTA portions of the project.

PROJECT: New Mexico IIDB

Project Description: Collection of vehicle insurance data from insurance companies, aggregation and matching of the data against the state's vehicle and driver databases, and exception reporting including letters sent to uninsured motorists.

Dates: July 2002 to Present (Maintenance)

Role: Develop and Maintain IIDB programs and database, development of Letters to citizens.

PROJECT: Colorado MIIDB

Project Description: Collection of vehicle insurance data from over 400 insurance companies, aggregation and matching of the data against the state's vehicle and driver databases, and exception reporting including letters sent to uninsured motorists.

Dates: March 1999 to Present (Maintenance)

Role: Maintain Colorado MIIDB applications, development of letters to citizens.

New Resources, Eden Prairie, MN**1998 – 1998**

Technical Consultant. Consulted on many platforms from AS/400 to Client Server. Visual Basic, DB2, RPG2, COBOL74

Previous Project Experience

PROJECT: Integrate AS/400 Sales System with Client Server

Project Description: Designed and developed a process to mirror sales DB2 data to SQL Server. Designed and developed a forecasting system for the sales and marketing team.

Greentree Financial (Conseco)**1997-1998**

Software Developer. Design, develop, implement and maintain a system to integrate Insurance data on an AS/400 and Client Software on an NT 4.0 Server. Visual Basic, DB2, dBase3, RPGILE, The Agency Manager (Applied Systems).

Minnesota Correctional Facility**1996-1997**

Network Administrator. Maintained and Supported Users and architecture of a Novell 3.12 network, Token ring based. Designed and developed end user systems.

CHAD FRITZ, TECHNICAL MANAGER

Background Summary

Experienced business analyst and technical Manager. For the South Dakota IRP/IFTA project, Chad will oversee all infrastructure services including management of the SLA and team resource allocation management. Chad will be allocated part time on the project. Chad served as technical manager on the TxIRP and Delaware IRP projects.

Education

- 1998 St. Cloud State University
St. Cloud, MN
*Business Computer Information Systems -
Bachelor of Science*

Certifications

- Certified Project Manager (PMP)

Relevant Skills

- Project Management
- Systems Analysis
- Team lead

Selected Career Accomplishments

Explore Information Services, LLC

2003 – Present

Technical Manager, Government Solutions Practice. Design, develop, implement, and maintain Explore applications and processes in Informix 4GL, Unix shell, Visual Basic 6, Windows Scripting, Java script, MTS, SQL Server, XML, HTML, ASP, Microsoft C#, ASP.Net, Pres 2000.

Oversee all infrastructure services including management and team resource allocation management on Explore's IRP/IFTA implementations.

Sr. Business Systems Analyst. During my time with USIS/Explore Division I've been a lead analyst which implemented a packaged solution for the Call Center allowing agents to except order for an external client. This team also handled the process in which order information was exchanged between parties. This process included custom developed code for matching and rearranging data on a daily basis to be sent to the client.

I've also been apart of the SAP Role Based Security project tasked with converting all the SAP users from their current profile based security to role based security. During the RBS project I've worked as the Project Coordinator.

Manley Group, Inc.

May 2000 –2003

Consultant. Manley Group provides e-Technology Solutions and Business Management Services. We help provide clients with web-enabled solutions to solve their business problems. Served as the Technical Lead on many of the projects at Manley, which involved everything from keeping resources on task to working directly with the client to make sure our solution will meet their expectations. Some of the projects included:

- Saint Paul Chamber’s “Just Reward” website (www.just-reward.com). This site was developed to encourage and promote business between chamber members. The shopping cart style site has integrated user and management interface.
- MGASaP is a system created for the St. Cloud School District to manage and purchase assets and track related trouble tickets. The flexible interface has the ability to:
 - Manage standard and custom attributes
 - Link assets, tickets and orders
 - Create customized online catalogs
- MGBug.manleygroup.com is a client-facing bug reporting and tracking website. The website has the ability to notify people via email or text phones/pages when a certain severity of problem has been entered.
 - ParcelManager is an application used to communicate billing information between companies and online bill statement sites. It is designed to convert any ASCII file layout to any other ASCII file layout or XML format. This product handles PGP encryption as well as FTP communication via the web. As Technical Lead, I also update management on the status of development.
 - The online inventory database was developed to keep track of a company’s PC equipment. This site offers the ability to add and retire equipment, as well as redistribute equipment among employees. I fulfilled the roles of project lead and lead developer on this project.
 - The online skills inventory database site was developed to identify a consulting company’s best resources for a project. This site allows employees to update their skills in a database and management to search for required skills. The site returns a list of the most qualified employee(s) for the project. I was the architect and primary developer on this site.

TechiePages.com

March 2002 –2003

Partner / System Engineer. www.TechiePages.com is an internet startup in the startup phase. The interactive website will connect computer users with technically-minded users to solve computer problems. The site allows users to enter in their computer problems and let techies bid on them. The user has complete control over which techie wins the auction and performs the job. Techies registered with the site have the ability to bid on multiple auctions. After winning the auction the techie receives the user’s contact information, allowing them to perform and complete the job.

West Group

1998 –2000

Software Engineer. West Group is a multi-billion dollar company that utilizes the capabilities of their nationwide intranet to achieve business solutions in a cost effective manner. As project manager, designer and developer, I gained experience working with a wide variety of sites, from full shopping cart design to departmental home pages. My experience at West allowed me to work with many different project teams across the company.

Some of the database driven sites include:

- *Internal shopping cart site* – This internal e-commerce site was developed to replace an existing ordering process. Its shopping cart style allows users to easily browse through standard items or order custom items, which are held in the SQL server database. These custom items are made searchable to decrease the duplications of items in the database. The web site also controls the approval process by routing email, which is validated using LDAP calls to the main exchange servers, along with unique passwords. These emails are sent to the individual who reenters the site to approve or reject the order specified in the email. Upon entering the system with their unique password, the site then allows that user to view other orders both past and present. The approval process continues until the order has had its final approval and is then kept in the system for tracking. To date, the site has processed over 2,000 orders and more than 12,000 items.
- *Inventory reporting site* – A dynamic site reporting the dollar amount each cost center has spent on complimentary copies. This site uses Cascading Style Sheets along with Active Server Pages and ADO to pull and format content from a SQL server database with 750+ thousand rows.
- *Collections prioritization site* – 35+ collectors use this site daily to determine which accounts they should be calling on. The online application allows collectors to view the entire list of past due accounts assigned to them as well as remove accounts from their list after they have contacted them. This application also generates about 1000 collection letters daily. All information is stored for a month in an Access database for reporting purposes.
- *Signature authority site* – This online application was developed to replace the existing functionality in PeopleSoft. Users can enter the site and perform searches to verify signatures on PO's. The individual's signature is stored for visual reference as well as their standard or custom authorization limits. A direct link to HR keeps the employee list current along with a set of full-featured online tools to administer the site.

Some additional web projects include:

- *Departmental web site* – Worked with many different departments to redesign the existing static HTML sites into one common, dynamic and interactive site. An Access driven menu is available at all times allowing a common look and feel and ease of navigation. The front page of the site is customizable on an individual basis, allowing over 250 users to add sections such as local weather, a company phone search, various new links, etc.
- *PeopleSoft to SAP Conversion/Mapping* – This online lookup utility uses an access database and ASP pages to allow 100+ business managers to determine how the conversion from PeopleSoft Financials to SAP Financials was done.

THOMAS J. REYNOLDS, ANALYST

Background Summary

An experienced analyst and developer, Tom has played a critical role in the Explore IRP implantations in Minnesota and Texas. Tom possesses strong analytical skills along with strong IRP business knowledge..

Education

- 1996 Minnesota State University, Mankato, MN
BS in Computer Science

Relevant Skills

- Systems analysis and development
- IRP/PRISM and IFTA Systems and Operations

Selected Career Accomplishments

Explore Information Services, LLC

1996 – Present

Business Systems Analyst - Explore Information Services

Maintain business relationships and manage projects to build, enhance, and maintain Explore business systems.

Previous Project Experience:

Project: Texas IRP

Project Description: Implementation of an IRP system for the State of Texas Department of Transportation.

Dates: April 2005 to Present

Role: **Lead analyst** for the implementation of Explore IRP for the State of Texas Department of Transportation. Led requirements gathering efforts and data conversion.

Project: Minnesota IRP/IFTA/PRISM

Project Description: Implementation of IRP/IFTA/PRISM systems for the State of Minnesota Department of Public Safety.

Dates: March 2004 to December 2005

Role: **Analyst** for the implementation of Explore IRP/IFTA/PRISM for the State of Minnesota Department of Public Safety. Led data conversion efforts.

Project: Colorado MIIDB

Project Description: Collection of vehicle insurance data from over 400 insurance companies, aggregation and matching of the data against the state's vehicle and driver databases, and exception reporting including letters sent to uninsured motorists.

Dates: March 1999 to Present (Maintenance)

Role: Design and develop applications and processes of the Colorado MIIDB. Maintain Colorado MIIDB applications and data integrity.

Project: New Mexico IIDB

Project Description: Collection of vehicle insurance data from over 400 insurance companies, aggregation and matching of the data against the state's vehicle and driver databases, and exception reporting including letters sent to uninsured motorists.

Dates: April 2002 to Present (Maintenance)

Role: **Technical Lead:** Design and develop applications and processes of the New Mexico Insurance and Compliance system.

1999 - 2002

Senior Systems Developer - Explore Information Services

Design, develop, implement, and maintain Explore applications and processes in SCO UNIX C, Informix 4GL, LU6.2, RJE, & Unix shell scripting.

1997 - 1999

Systems Developer

Design, develop, implement, and maintain Explore applications and processes in SCO UNIX C, Informix 4GL, LU6.2, RJE, & Unix shell scripting.

1996 - 1997

Associate Systems Developer

Design, develop, implement, and maintain Explore applications and processes in SCO UNIX C, Informix 4GL, LU6.2, RJE, & Unix shell scripting.

1994 - 1996

INTERNATIONAL BUSINESS MACHINES (IBM)

Mankato & Rochester, MN

Programmer Intern/DB SLIC Team

Performed confidential work on and associated with AS/400.

SETH OSTRANDER, DEVELOPER

Background Summary

Experienced developer, Seth has played a critical role in the development of Explore IRP as well as Explore's Insurance products. Seth served as a developer on the TxIRP and Delaware IRP projects.

Education

- 1999 University of Minnesota, Institute of Technology, Minneapolis, MN
BS in Computer Science

Relevant Skills

- VB, C, C++, C#, ASP, and Transact Sql
- Windows and UNIX

Selected Career Accomplishments

Explore Information Services, LLC

2003 – Present

Developer Delaware IRP

Project Description: Implementation of an IRP system for the Delaware Department of Transportation.

Dates: December 2007 to Present

Role: Developer for the implementation of Explore IRP for the Delaware Department of Transportation. Specialized in financial processing systems, fee modules, and data conversion.

Developer Texas IRP

Project Description: Implementation of an IRP system for the State of Texas Department of Transportation.

Dates: April 2005 to September 2006

Role: Developer for the implementation of Explore IRP for the State of Texas Department of Transportation. Specialized in financial processing systems and fee modules.

Developer Minnesota IRP/IFTA/PRISM

Project Description: Implementation of IRP/IFTA/PRISM systems for the State of Minnesota Department of Public Safety.

Dates: March 2004 to December 2005

Role: Software developer for the IRP and IFTA development. Specialized in financial processing systems and fee modules.

Chief Technical Lead for Explore Rewrite 2003 to Present -

Explore completed a rewrite of the system that services Explore's Driver and Vehicle services products and customers. The conversion was from Informix on a Unix environment to C# on a Windows environment. Duties included:

- Evaluating and integrating third party packages.

- Designing and implementing the performance critical portions of the system. This includes optimizing complex transact-sql stored procedures and support for concurrent processing in our programs.
- Develop Explore specific common tools and code to simplify coding and improve developer productivity.
- Mentor other developers on .Net and SQL Server.

Senior Developer

2001 – 2002

Worked on a variety of two tier and three tier programs for various business units.

Assisted in the conversion of our code generators and corporate common code to the .NET platform.

Chief Developer Imaging Conversion

1999 – 2000

Designed and implemented a new imaging system for our leasing subsidiary. Provided integration with our corporate fax server. Replaced our unsupported Optika imaging system with the "Easy Imaging" product. Wrote programs to automate the conversion of 7 years worth of tax related documents to the new imaging server. Assisted with the integration of Easy into SAP.

Developer on Emerging Technologies Team

1993 - 1998

This team was responsible for evaluating new products, technologies, and development methodologies. My duties included:

- Implementing some of the first three tier programs at Schwans using Microsoft Transaction Server and latter COM+.
- Helped with creating the in house training on this tool.
- Create the initial set of common code in VB objects to simplify common developer tasks like working with the database.
- Loaned out to other teams to work on the technical aspects of their systems.

Developer on field sales terminal project

1991 - 1992

Helped create the order entry and customer management program for the hand held computers used by our sales force. Responsibilities included:

- Ensuring the software worked on a variety of devices
- Interfacing with external devices like printers.
- Designing an auto upgrade system so that we could install software updates in the field
- Work on the various business modules like order entry.

Soldier –US Army.

1983 - 1987

JOHN CHRISTENSON, ACCOUNT MANAGER

Background Summary

Experienced business developer and account manager. Leads the Explore Government Solutions sales efforts. Served on the project teams of Minnesota, Texas and Delaware IRP.

Education

- 1994 University of Minnesota, Carlson School of Management, Minneapolis, MN MBA
- 1983 Marquette University, Milwaukee, WI BS Business Administration

Relevant Skills

- IRP/IFTA/PRISM Business knowledge
- Training
- Marketing functions

Selected Career Accomplishments

Explore Information Services, LLC

2003 – Present

Director of Government Solutions

Lead sales and marketing efforts for state and federal government sales for Interstate Explore IRP for state governments. Developed training curriculum for the State of MN IRP and IFTA system. Developed training plan, course curriculum and conducted training for the State of Texas IRP System. Provide IRP site branding, marketing outreach and public relations assistance to our partner jurisdictions.

MATT S. UNSWORTH, PROJECT ASSISTANT**Background Summary**

Experienced state government program manager. Exceptional customer focus and operations skills.

Education

- 2006 University of Phoenix
BS Business Administration

Relevant Skills

- Project Management
- State Government Program Management
- Operations Management

Selected Career Accomplishments**Explore Information Services, LLC****2002 – Present****Project Manager for NM Insurance Database.**

Manage 10 call center employees. Responsible for initial set-up of office and supplies. Act as liaison between the state MVD, the company and the insurance industry. Analyze data to determine problems and propose resolutions to insurance companies. Responsible for interviewing, hiring, training and evaluating employees. Manage 3 different call center campaigns for the company.

AMERICA ONLINE, INC Albuquerque, NM**1997-2002****Customer Consultant**

Customer Consultant in the Sales queue; Also provide support in the Windows Technical support queue; Provided initial and second level support of the AOL client and all Windows operating systems; Provided leadership by being a Team Lead and taking escalated calls and providing second level support; Selected as Most Valuable Consultant for June 1998, June 1999, July 1999, August 2000 and Coaches Honor Roll for May 1999; Was in the top 10% of call center for customer satisfaction for seven quarters; Provided leadership for the team in Coaches absence.

U.S. MARINE CORPS Yuma, NM**1993-1997****Watch Supervisor**

Achieved the rank of Corporal (E-4); Supervised eight (4) staff members and up to ten (10) inmates; Maintained prisoner database and staff training records; Ensured all staff members were properly trained and supervised; Responsible for the safety and security of inmates and facility; Conflict Resolution Counselor for inmates.