

# Andrew Feibus

CustomBytes, Inc.

2815 Burnham Court  
Atlanta, Georgia 30360  
(770) 391-1913  
[amf@custombytes.biz](mailto:amf@custombytes.biz)

## Experiences

### Owner/Consultant

#### CustomBytes - Atlanta

January 2003 - Present.

See <http://www.custombytes.biz> for details.

Restarted I.T. Services firm after nearly three-year hiatus. See other CustomBytes description, below, for details on previous customers and projects. CustomBytes continues to provide high-quality/high-value consulting services to companies requiring professional and personalized I.T. outsourcing services without paying exorbitant rates or dealing with the problems of off-shore programmers. Projects include:

Contact lens manufacturer in Florida needed to upgrade infrastructure to more current technologies. Automation application was ported from SCO UNIX to Red Hat Linux, database was ported from Informix to Oracle 9i, and order entry and operator applications were completely rewritten in Visual Basic for Windows XP/2000. Primary technologies: Windows, Linux/UNIX, Oracle 9i, and Visual Basic. Additional work performed to allow them to resell this technology to other clients and to integrate new hardware developed to improve the productivity of their operations.

A realtor wanted a database-driven web application built to allow visitors to his site to be able to view home listings available through the agency. Primary technologies: Windows 2000 Server, Active Server Pages, SQL Server 2000.

A dating service needed a series of changes to their web site to improve not only the web site experience, but also the productivity of their internal staff and franchisees. Primary technologies: PHP, mySQL.

A logistics company needed an intranet workflow application developed to improve their handling of new agents. Primary technologies: ASP.NET, SQL Server 2000.

A company wanted to relocate their application development from India back to Atlanta and chose CustomBytes to handle all of their IT needs. The product they have is a Document Management System built on Microsoft Sharepoint Portal Server which needs extensive new features, including integration with BizTalk 2004 Server. Primary Technologies: ASP.NET, Sharepoint Portal Server, BizTalk 2004 Server, SQL Server 2000, C#.

A financial services firm needed an easy-to-use web application to allow customers to locate private investment opportunities in public companies. Primary technologies: PHP, mySQL.

A furniture repair outsourcing firm needed to replace their existing order entry and workflow software application which had been developed using older technology and had significant defects and no longer matched their operational needs. Primary Technologies: VB.NET, SQL Server 2005, QuickBooks.

A shoe importer needed to replace their existing order management software which they had outgrown. Primary Technologies: VB.NET, SQL 2005.

Two separate grass growers/sellers needed order entry and delivery management software to manage their far-flung operations. Primary Technologies: C#, ASP.NET/AJAX, SQL Server 2005, QuickBooks.

A specialty temp agency needed a new Windows application to replace their existing Access-based application. We completely re-imagined the user interface for them and significantly improved their data entry accuracy and timeliness. Primary Technologies: VB.NET, Citrix Access Essentials, SQL Server 2005.

A technical school with 4 branches needed help with their existing SQL Server-based ASP.NET software. We have added numerous new features, improved the quality of their reports, and helped them shorten several of their business processes. Primary Technologies: C#, ASP.NET/AJAX, SQL Server 2005.

A Title Pawn company with 35+ locations needed to completely revamp their data collection and reporting. We created a Windows Forms application with SQL Server 2008 database and a batch interface for transferring financial information into QuickBooks for all their accounting needs. The resulting application has helped to decrease theft and significantly improved their data quality. Primary Technologies: VB.NET, Citrix Access Essentials, SQL Server 2008, QuickBooks.

We developed and helped launch DollarCompensationStatements.com -- an online compensation statement generator -- and VersaReports.com -- the first universal report server.

### **Chief Technology Officer/Project Lead/Sr. Software Engineer**

#### **MobileBriefs - Atlanta**

January 2001 - Present.

Designed and developed a web-based personalized audio deliver service. The site captures audio information from users, studio talent, and text-to-speech, and delivers it to a variety of mobile devices based on preferences chosen by the user for the type of audio content they want to hear. Part of senior management team that determined strategy and direction for the company. Hired and managed the IT team, including programmers, network specialists, quality assurance, and customer/sales support engineers. Responsible for negotiating and managing outsourcing contracts for tactical needs. Responsible for office technical infrastructure. Primary technologies: Windows 2000, Solaris/UNIX/Linux, Java/J2EE, Oracle 8i/9i server, streaming audio, Perl, JavaScript. Position became part-time in January 2003 due to financial constraints.

### **Chief Technology Officer/Project Lead/Sr. Software Engineer**

#### **e-train.com - Atlanta**

July 1999 to December 2000.

Designed and developed an e-learning web portal that sold for \$18 million. The portal combines online training courses with training management and was deployed using a 3-tier architecture that supported well over 2,000,000 daily page hits with better than 99% uptime due to hardware and software redundancy. Worked closely with senior management team to determine strategy and direction for the site. Researched desirability of "cutting-edge" technologies to determine if the technologies would help company reach its goals faster. As part of site deployment and subsequent releases, hired and managed the entire IT team, including programmers, quality assurance, and customer/sales support engineers, as well as managed a \$3 million per year budget. Responsible for office infrastructure of PCs, network and Internet connectivity. Primary technologies: Windows 2000, ASP/VBScript/JavaScript, ISAPI/CGI, COM, C/C++, Microsoft SQL Server, streaming audio/video.

### **Owner/Consultant**

#### **CustomBytes - Atlanta**

November 1996 to September 2000.

As “IT Department For Rent”, provided full IT services for several clients. Customer successes include:

A recruiting firm with multiple offices and no computing infrastructure contracted with me to architect their network and create applications to support their recruiting and accounting procedures. Designed and implemented an Internet-based networking infrastructure that links their offices, resulting in improved e-mail reliability and lowered costs for inter-office communications. Also designed and developed client/server applications that dramatically decreased their labor costs and improved their ability to service their clients and candidates by centralizing the information about both. Primary technologies: Windows NT, Visual Basic, COM, SQL Server, Microsoft Exchange and Outlook, Access.

A client with a baking facility was having difficulty managing and reporting their quality issues to comply with FDA regulations. Designed and developed applications that allowed them to reduce the number of “lost” pallets of product, and reduced by days the time required to create the necessary FDA and management reports. The resulting real-time data collection infrastructure also provided a way for them to reduce the response time for handling problems detected in various areas of the facility. Windows NT, Visual Basic, Access, specialized network protocols to production monitoring devices.

Two clients (one in Florida and one in Switzerland) wanted to automate their contact lens manufacturing abilities in order to significantly increase their production of high-quality lenses. Before the automation applications were written, their daily output of lenses was between 100 and 250 with over 50% production loss due to poor-quality results. Designed and developed process automation and order management software that increased production at the larger of the two facilities to over 2000 lenses per day with less than 5 percent loss. Primary technologies: SCO UNIX, Informix, Access, Visual Basic.

A cable company advertising sales department needed software had trouble easily determining their weekly sales pipeline. Designed and developed a new reporting process as well as software to support that process, that turned a 12-hour-per-week task for their sales administrator into a 2-hour-per-week task. Primary technology: Access.

Also helped start **e-train.com** as a consultant during this period. See above.

### **Vice President (Technology) / Project Lead / Sr. Software Engineer**

#### **Process Systems and Integration - Atlanta**

January 1993 to November 1996.

Partner and head of technology for small manufacturing consulting firm. Responsible for all technical staff hiring; budgetary job estimates for clients; technical decisions, execution and delivery; and managing change requests from clients. Also responsible for creating numerous software solutions for our clients in my dual role as Sr. Software Engineer. Primary technologies: Windows NT, UNIX, C, Visual Basic, Access, Informix, Oracle Server, Microsoft SQL Server.

### **Owner/Consultant**

#### **AMF Enterprises - Atlanta**

March 1990 to July 1994.

A geographic imaging company with an application written for one operating system contracted with me to re-write the application so that it would run under several operating systems. Once re-written, the client was able to sell the application to significantly more customers, increasing their sales volume and market acceptance of their solutions. Responsible for propagating all subsequent feature changes to these operating systems. Responsible for mentoring entire programming staff of the company on software portability issues. Primary technologies: UNIX (including IBM, Digital, Sun, HP, Silicon Graphics), C, FORTRAN, Motif/X Windows.

Also provided manufacturing software development services to Process Systems and Integration during this period. Primary technology: specialized manufacturing hardware, SCO UNIX, Windows, Access.

### **Sr. Software Engineer**

**Bradley Ward, Inc. - Atlanta**

August 1987 to June 1989.

Re-wrote complex manufacturing software application package that ran on a specialized computer so that it would run on a UNIX-based system. The resulting application, which could be run on either system, helped the company double the number of customers. Also re-wrote their entire documentation set to improve their usability and readability and designed and helped implement a very successful advertising campaign that improved their sales by 50 percent in the first six months. Responsibilities included software development, porting, documentation, marketing (including sales development, trade shows, and advertising), and customer support for entire product line. Primary technologies: HP UNIX, C, FORTRAN, Motif/X Windows, specialized manufacturing devices.

### **Software Engineer**

**Hewlett-Packard Company – Colorado Springs, CO**

January 1985 – May 1987.

Instrumental in formation of HP's 74000 line of computer-aided electrical engineering development software. Helped drive initial release to completion by being HP's primary interface to the development staff of the firm that created much of the initial application code base, wrote code to add features to the package for initial release, created the first administration manual, supported the sales and marketing teams with both training and regular informational updates. Primary technologies: HP UNIX, C, Motif/X Windows, MAINSAIL.

## **Education**

### **Bachelor of Science in Engineering (Computer and Information Sciences).**

University of Florida, December 1984. With High Honors.

Co-op programmer with IBM during Junior and Senior years.

### **Master of Business Administration.**

Kennesaw State University, May 1999. GPA: 4.0.

## **What Else?**

I authored a book to assist beginning users with the UNIX operating system and have had over 250 articles published in major industry publications between 1990 and 2000.

### **CMP Media - New York**

- Regular contributor to *Information Week* magazine, June 1995 – December 2000.
- Writer/Researcher for *Home PC's* "Ask Dr. PC" column, December 1994 – January 1998.
- *Standards in Progress* columnist and regular contributor to *Open Systems Today* magazine, March 1992 – March 1995.
- Contributing Editor for *SCO Magazine*, March 1993 - April 1994.

**Professional Press, Inc., Horsham, PA.**

- UNIX Editor and regular contributor to *HP Professional* magazine. February 1989 – March 1992.
- Author of *UNIX, Quick!*, a book for new UNIX users, published by Professional Press Books, May 1991. Currently out of print.