

## Don S. Bryant, B.Sc. (Math), M.Eng.

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### PROFILE

An accomplished senior leader with demonstrated success in strategic leadership and problem solving, leading a national consulting practice, strategic and business planning. Possesses experience from several industries, drawing on projects in space research, software design and IT strategic consulting fields.

A goal-oriented team player who has performed the roles of Project Executive, Chief Architect, Project Manager, Design Authority and Senior Technical Architect for a variety of consulting projects in the information systems field. Comprehensive understanding of the Information Technology industry, with the proven ability to lead, motivate, mentor, manage and synergize at all levels.

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### CAREER HISTORY

#### **Principal Consultant, Don Bryant Consulting, 2010 - Present**

Information Technology and Services industry

Currently engaged by a major enterprise client in the area of strategy and planning.

#### **Director – Advanced Technology Solutions, xwave – A Bell Aliant Company, 2007- 2010**

Invited to return to xwave to assume the mandate to re-build the Infrastructure Consulting group and drive towards a solutions sales focus for the division.

- Built the team starting with one member to over 40 consultants in a period of three years.
- Evaluated and identified appropriate technology platforms for delivering the preferred solution set.
- Led strategic planning to achieve business goals by identifying and prioritizing development initiatives and setting timetables for the evaluation, development, and deployment of all solutions.
- Participated as a member of the senior management team in establishing governance processes of direction and control to ensure that objectives were achieved, risks were managed appropriately and the organization's resources were used responsibly, particularly in the areas of consulting services and solutions development.
- Collaborated with the appropriate internal stakeholders to assess and recommend technologies that supported organizational needs.
- Collaborated with appropriate partners such as IBM, HP, Avnet, and Microsoft to assess and recommend technologies to support the chosen customer solutions.
- Held responsibility for the General Management of operations and resources including business and revenue growth, profitability and EBIT management, technical resource management, business process and engineering standards as well as pre-sales engineering for the fulfillment division of xwave.

#### **Director – Engineering Design Authority, Bell-Aliant, 2005 – 2007**

- Provided risk and audit service to other parts of the organization (Sales, Operations).
- Served as an objective advisor to company's Executive regarding internet protocol development projects, process, tools, and technology together with overall architecture.
- Advised and assisted the leaders of each business line to help meet defined objectives and flag future problems or potential opportunities for improvement with respect to technology and solution development in general.
- Signed off on all major customer project plans from a convergence/evolution point of view, and collaborated with senior managers to ensure these projects were successfully completed.
- Built cross-group client focused solutions and knowledge sharing across business units and worked to develop appropriate standards for architects, tools, and methodology.
- Demonstrated people, process and technology leadership with partners and customers.
- Worked with product/service Directors in order to create a workable overall plan for company's IP

- product/ service offerings (short-term and long-term).
- Became Trusted Advisor at a CTO/CIO level to customers.

#### **Director – Advanced Technology & Solutions, xwave – An Aliant Company, 2002 – 2005**

Relocated to Ontario and given the mandate to expand the revenue base in that region while maintaining responsibility for all of Canadian operations.

- Held responsibility for the General Management of operations and resources, including business and revenue growth, profitability and EBIT management, technical resource management, business process and engineering standards.
- Was responsible for growing the consulting team from approximately 30 members to over 120 in a period of 4 years while growing profitability. During this time it became necessary to begin packaging the consulting engagements in order to optimize the flow of consulting expertise through the sales channel.

#### **Director – Systems Solutions, xwave – An Aliant Company, 2000– 2002**

- Assumed general management of the recently merged group consisting of MITI and xwave resources.
- Held responsibility for the General Management of operations and resources including business and revenue growth, profitability and EBIT management, technical resource management, business process and engineering standards.

#### **Director – Enterprise Planning, xwave Solutions, 1998 – 2000**

##### **ASP Strategy**

- Worked to develop the xwave ASP Business model and technology strategy.

##### **xwave Technology:**

- Held responsibility for the General Management of operations and resources.
- Managed the planning of xwave's Remote Monitoring Service.
- Involved in the creation of five phase overall Technology Infrastructure Vision designed to line up with the strategic business objectives.
- Developed detailed business case and project plans.
- Directed the implementation of the xwave corporate network.
- Served as Chief Architect in the development of Plug & Play ability to integrate acquired companies.
- Built cross-corporate virtual team.

##### **Strategic Alliance with MT&T:**

- Served as Lead for the team responsible for completing the strategic alliance portion of the multi-million dollar deal, which was built with Maritime Telephone & Telegraph, which included the outsourcing of MT&T's corporate IS/IT operation.

##### **Business Analysis xwave/ APTC Data Centers:**

- Produced a summary analysis which elucidated the business concerning the xwave Data Center operations as it related to its future operations and the possibility of an integration of APTC Data Center operations. The document also clarified what Data Center really meant in terms of the business of xwave and its strategy for growth.

#### **NewTel Information Solutions – xwave/ Senior Consultant /Project Manager, 1997 - 1998**

##### **NewTel Communications Core Technology Re-build:**

- Assumed Project Management /QA/ Architecture of NewTel Core Technology Program.
- Delivered project charter and associated design and planning documents.
- Completed the project to the customer's great satisfaction on time and on budget.

##### **MUNSAS Registration System Analysis:**

- Stated purpose of the analysis was to perform a technical / process review of the current implementation of MUNSAS and report to the client in such a way as to restore complete customer confidence. The

overall soundness of the architecture in relation to the database, network, processor, and the application software were reviewed.

**FMSP Government Financials:**

- Assumed responsibility for project overall Technical Architecture in this deployment of Oracle Financials. This system had over 900 named users.
- Presented a technical / process review of the technology as it related to the FMSP project and made recommendations to the customer as to how to gain positive control of the project.
- Analyzed the architecture in relation to the database, network, processor and the application software.

**CSM /APTC Business:**

- Assigned to NewTel CSM / APTC business strategy group.
- Worked on a paper outlining NewTel's recommended positioning relative to CSM / APTC.

**Paragon Information Systems, A NewTel Company, Principal Consultant, 1996 – 1997**

- Held responsibility for the overall strategic direction of the company's product technologies. In this role, led the team responsible for the care and feeding of the business process put in place to bring the Paragon suite of products and services to market.

**Guigne International, Systems Design Specialist, 1996 – 1997**

- Designed and developed a high speed 3-d object tracking system. The software runs on a TransTech C40 DSP system for maximum speed. The system was developed for Guigne International Ltd. to be used in the acoustic levitator device which they have called SpaceDrums. A patent application is pending on the vision system designed by Don Bryant. The system has been selected by SpaceHab to fly on the International Space Station as a resident facility.

**Paragon Information Systems, A NewTel Company, Vice-President, Systems Design and Development, 1995 - 1996**

- Held responsibility for building and implementing the Company's service provider strategy.
- Held responsibility for the General Management of the technical operations and development resources.

**Canadian Centre for Marine Communications, Systems Design Specialist & Manager Information Systems, 1993 - 1995**

- Held responsibility for the general management of the technical development and information technology areas of CCMC.
- Designed and developed, from the concept stage, algorithms and software used to drive the NavMux data multiplexer. This device is standalone using the Z180 microprocessor and is marketed by Consolidated Technologies Ltd.
- Designed and implemented a set of specialized Neural Network algorithms configured to learn the correct response to time scale data.
- Completed a multi-phase development project which made use of Neural Network techniques applied to the target detection problem in non-coherent radar.

**Hibernia Management & Development Company, Senior Analyst, Project Development Manager, Information Systems Group, 1991 – 1993**

- Served as Senior Analyst with HMDC primarily responsible for the management of all committed deliverables in the IT application division and as such was held accountable for the technical and business system architecture relating to portability, functionality, and independence to rapidly changing technology.
- Played a key leadership role in the establishment of the company's mission critical systems and was primarily responsible for the overall system integration of Computer Aided Software Engineering (CASE)

and 3rd generation programming design and techniques for the corporate systems currently in production use.

**Nordco Ltd., Group Chief Software Systems Engineering, 1987 – 1991**

- Held responsibility for the General Management of operations and resources as well as technical resource management, business process, engineering standards, software design oversight and quality control.

**Nordco Ltd., Engineering Applications Specialist, 1984 - 1987**

- Developed algorithms and software designed to model the surface drift current using a computer solution to Ekman's equation.
- Developed a computer graphics system designed to animate an iceberg's motion subjected to a wave spectra of the user's choosing.
- Designed algorithms to model a vessel's resistance to the motion in ice. While doing so, reviewed the techniques of such authors as Bronnikov and Dubrovin and incorporated the best of these into an all encompassing mathematical model for the ice resistance calculation.
- Developed a binary multivariate regression technique involving the maximum likelihood approach to find the optimum quantitative relationship between independent variables and a probability of interest.
- Developed software and algorithms designed to model high frequency radar systems.

**Department of Mathematics, Memorial University of Newfoundland, Research Assistant, 1981 - 1983**

## **Education**

**Master of Engineering / Electrical and Computer Engineering (Neural Systems)**

Memorial University of Newfoundland - 1993

**Thesis:** "Neural Networks / Artificially Intelligent Systems". In the Masters Thesis a neural network has been proposed and developed as a potential processor for the radar target detection application.

**Bachelor of Science, First Class Honors in Applied Mathematics**

Memorial University of Newfoundland - 1984

**Thesis:** "Variance Reduction Techniques in Monte Carlo Simulation". This technique is now used in conjunction with Neural Network techniques to simulate multivariate complex systems.