

Michael D. Lips

mikelips@earthlink.net

[linkedin.com/in/mikelips](https://www.linkedin.com/in/mikelips)

www.synergyqa.com

FIELDS OF INTEREST: INFORMATION TECHNOLOGY; BIO TECHNOLOGY

NOTABLE ACHIEVEMENTS

(1) Founded Software Company that was acquired by a business 100 times larger and which then renamed *their* entire product line to our company name at the time of acquisition.

(2) Built upon an eighty-year history, by formulating a new analytical technique in biochemical systems that allowed components to be examined simultaneously rather than individually.

EDUCATION

M.S. Biology, Illinois Institute of Technology, Chicago, Illinois

PATENTS

Computer Software for Date Calculations:
5719826, # 5793716 # 6044219

CONTRACT CLIENTS

Charles Schwab, Citicorp Savings, United Airlines, Wells Fargo, ATT, Sprint, McKesson, Zellerbach Paper, PG&E, Argonne National Labs, Alameda County, Bechtel, Platinum Technology, University of California

PRODUCT LICENSEES

New York Life Insurance, Citibank, Chase Chemical Bank, Motorola, Federal Express, U.S. Steel, NASA, Good Year, LL Bean, Hertz, Bayer, Freddie Mac, Clorox, Tennessee Valley Authority (and 300 more)

VOLUNTEER WORK

Fostered six and adopted two rescue dogs from China. Plus, entering 13th year of service providing transportation to grocery stores and doctors' offices for the elderly and disabled; including a Holocaust Survivor, a gentleman with a spinal condition and a woman who is sight-impaired.

PROFESSIONAL EXPERIENCE

Entrepreneur, Merger, Acquisition, Angel Investor

- Built and guided computer Software Company from conception through acquisition.
- Oversaw and negotiated terms of acquisition for my own software company.
- Provided seed money to a startup that provided E-Business Marketplace & Exchange solutions.
- Assisted during two years of a client's successive acquisition, divestiture and merger activities.
- Helped owner of website technology secure traditional Angel Investor financing(pro bono).
- Intellectual Property: Wrote one Patent Application and oversaw two others.
- Created initial version of a contract that would form an alliance with a strategic business partner.
- Drafted a work-for-hire agreement to engage the services of an independent software engineer

System Designer

- Designed college scholarship fund for a major utility, as part of a public relations program.
- Created scientific software to help interpret jet lag data from laboratory animals.
- Developed software to help with the century rollover problem; oversaw all subsequent releases.
- Created a library of mathematical routines to provide standardized business date calculations

Analyst

- Designed powerful solution for global century rollover problem still used today.
- Formulated new mathematical technique for analyzing biological enzyme kinetics data.
- Supported market research by tracking cash flow between household customer accounts.
- Brought complex systems in-house; even reconstructing a program with missing source code.
- Installed temporary bridge for customer billing while converting an accounts receivable system.
- Maintained and retired accounts receivable; then learned and supported sales analysis.
- Implemented backup/restore procedures to assure integrity of programs and data.
- Designed and maintained multiple test beds to guarantee quality assurance.
- Reconciled and verified long-standing out-of-balance report, thereby satisfying auditor concerns.

Marketing

- Successfully promoted software product and company as a serious solution to the Y2K problem
- Navigated a small company from conception through acquisition using impassioned promotion

Speaker

- Presented to 39 domestic (plus five international) conferences, conventions and sales events etc.
- Provided class room training and led workshops to support installation/usage of software product.

Software Engineer

- Wrote a computer software package with 100 fault-detection points to prevent product corruption.
- Converted Time-Deposit and ATM systems in preparation for a succession of bank acquisitions.
- Coordinated schedules for flight attendants along with designated airline equipment.
- Assisted in modifying several systems including payroll, savings fund plan and benefit packages.
- Modified commercial payroll/personnel software product for a major university.
- Supported a commercially available accounts receivable package for a third party client.
- Worked with the vendor of an Accounts Receivable system to help modify programs.

Tech Writer and Tech Editor

- Published 11 articles for business journals, which were required reading at Apple.
- Wrote documentation for company's software product (Applications and Technical manuals).
- Developed content and graphics for traditional marketing materials (eg brochures and mailers).
- Created website content to promote century rollover solutions across the whole product line.
- Released a white paper comparing IBM's Y2K solution to a Vendor Specific solution.
- Proofread three IBM Tech Manuals and reported 51 errors to Ontario, Canada and Endicott N.Y.
- Master's thesis was considered by graduate committee to be "well organized" and "nicely written".

Sales

- Personally licensed product to 15 individual end-users when the company was in early stages.
- Strategized and executed sales to large and strategic businesses in the U.S. and abroad.
- Developed Enterprise-wide licensing policy, which accommodated business of all sizes.
- Managed sales staff; strategy, education, incentives, compensation and commissions.
- Sold own company, with 6 employees, to an acquiring company with hundreds of employees.