

Charles W. Moore

Education: **BSEE,**
MSBA,

Experience: A Technical Manager with a team building spirit that is highly customer oriented. Solid and broad background, that includes extensive management experience, new product design & development, design engineering, field engineering, and sales engineering in both domestic and international environments. Hands-on technical leadership and engineering for many projects, field, application design engineering teams, and sales teams throughout Europe, Latin America, and the Far East.

For past six years, as an active part of the team, I have provided technical leadership and team management for the field integration, system maintenance and software activities of the MDOT ATMS/ATIS Intelligent Transportation System (ITS) in metropolitan Detroit. This highly matrixed public/private partnership is charged with the responsibility of maintaining and developing the largest ITS system of its kind in the world and is operated on a 24x7 basis: The operation annual budget approaches \$7 million. The system has 150+ 11/23GHz microwave hops, 170+ 900MHz Spread Spectrum modems, 160+ real time video links, centralized operation in a 911 command and control environment.

I have a demonstrated ability to organize large, complex tasks and situations in a multi-organizational /multi-company environment while balancing customers needs with profit maximization and maintaining a high level of team motivation.

D&L (Mobex)

MDOT ATMS/ATIS ITS. Hands-on Maintenance Technical Manager and original installer of the highly technical, software intensive Advanced Traffic Management System (ATMS) integration and maintenance teams (15-20 engineers and field technicians). Responsibilities included public/private team management, troubleshooting system and reliability issues, P/L accountability. Formed and coordinated the public/private committee that advised MDOT on operations and maintenance of the ATMS system. The system has 150+ microwave real time video hops, 160+ 900MHz modems, AM radios, OC48 fiber ring and broadband real time video. The multi-company 24x7 maintenance team consists of hardware engineers, software engineers, field engineers, technicians and MDOT technical and Center operational personnel with a budget exceeding \$7Million: 6 years.

- **AT&T Local Services microwave** installation. Performed path studies, preliminary and detailed site and building surveys for microwave equipment to be engineered and installed. Installed microwave equipment as required in large, high-rise buildings in large metro areas of the mid-west. Integrated installed microwave equipment and performed qualification testing required by customer service: 3 years
- **New Business Design & Development** in the Detroit metro area. Initiated and developed many product offerings & contacts that later contributed to major sources of company revenue, e.g. AT&T LS, Ubiquitel, Nextel, Red Cross: 3 years.
- **Ericsson EDACS.** D&L Field Engineering & site management for radio system installations and integration. Active in large-scale trunking, multi-site & simulcast communication installations and technical support for Chicago area Illinois State Police, Dade County (Miami) and American Electric Power in Midwest: 3 years.

Tokheim:

- **Manager/Director of Latin American and Asian Pacific Sales and Sales Engineering.** Responsible for profitability, distribution, distributor network of 15 companies and sales team in these areas with sales of \$20Million: 2+ years.
- **Project Management Leadership** in Brazil included startup of plant operations, sales, import/export and engineering designed for \$10 million + sales and staff of 120+: 1 year

- **Sales/Application Engineering** provided on site to sales teams and customers throughout the world. This activity also included new product development activities: 6+years.
- **Corporate new product & technical liaison for International Engineering teams.** Initiated engineering office startups based in Scotland, Netherlands, South Africa and Brazil. New product design & development with team of 25 engineers and technicians: 4 years
- **Designed second-generation hardware/software** for microprocessor controllers in liquid measuring, metering and hydraulic applications for international markets. Design and developed Point Of Sale and ATM terminals for domestic and international markets: 6 Years.
- **Interface/liason to metrological authorities** throughout Europe to achieve product approval for local market applications: Extensive contact with PTB in Germany: 3+ years.

Magnavox

Senior/Lead Software Design Engineer. Designed and developed software on a wide variety of microprocessor based secure communications radios, ECM and radar equipment from concept to production release. Trained and assisted production and field engineers on product software maintenance at plant and worldwide field locations. Interfaced with and supported production activities on products I designed: 4 years.

- **Senior Hardware Design Engineer.** Designed analog and digital avionics/radar test equipment on contracts for US Navy. Designed discrete digital logic and microprocessor based equipment for ECM/ECCM applications. Attended field trials and performed field engineering activities worldwide as required. Interfaced with and supported production activities on products designed by myself: 6 years.

Management Experience:

- Leadership in true matrix style of the MDOT ATMS/ATIS project in the maintenance phase. This truly challenging position required forming a smooth running, functioning team with personnel from independent contractors, and other ITS companies in functional units of software, field hardware, center hardware and operations. The operation was a success and the W/LAN based technically complex system was maintained and expanded successfully during this 4-year period.
- A principal manager during the setup of operations and building of a large electronic/mechanical manufacturing plant in Brazil. Provided management and leadership during the product development and construction of a large manufacturing plant in Manaus, Brazil.
- Management of international engineering activities, new product design and development for business unit with sales exceeding \$80 million and 300 people.

Sales Experience:

- Sales engineering support for distributors and end customers in Europe, Far East, Canada, Latin America, and Far East.
- Developed company marketing strategies and support for international major oil companies such as Shell, Texaco, and BP.
- Direct sale calls to PRC/ROC China, Thailand, Malaysia, Hong Kong, Singapore, Philippines, South Korea and Indonesia.
- Graduated from Tokheim Sales Academy: this was a one-year, four part sales skill building program of 12 credits.

Engineering Experience:

- Analog, digital and software design engineer for wide range of military ECM/RF radio/radar products.
- Digital and software designer of industrial controllers and Point-Of-Sale equipment for liquid measuring and metering industry.
- Involved with electrical and mechanical product qualification in both military and commercial environments.
 - ✓ Environmental and vibration testing
 - ✓ Developing test plans
 - ✓ Modifying products for specific environments

- ✓ Coordination of product approvals with domestic and international governmental agencies.
- ✓ Extensive field engineering experience of military and commercial electronic, electromechanical and mechanical equipment.

Personal:

Determined, curious, energetic, willing to travel domestic or international for technical projects, products or applications. Up-to-date technology & computer skills. Will relocate as required.

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