

RICHARD B. McANDREW
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SUMMARY OF QUALIFICATIONS:

Executive with over 30 years demonstrated success in both education & management.
Extensive background in the information technology industry in sales, consulting, application development and customer service with focus in the Financial Services Industry.

PROFESSIONAL EXPERIENCE:

CALIFORNIA LUTHERAN UNIVERSITY
Thousand Oaks, California

1990-Present

PROFESSOR AND EXECUTIVE IN RESIDENCE

Information Technology Management for CLU's Graduate School of Business.
Responsible for CLU's Leadership Workshop Series for the School of Business. Also:

- Instructor for International Management Masters (IMBA) program involving students from South America, Asia & Europe.
- Instructor for CFP/MBA California Institute of Finance teaching classes on business systems for the financial services industry.

FH-JOANNEUM UNIVERSITY
Graz & Kapfenberg, Austria

2002-Present

ADJUNCT FACULTY AND I.T. EMPHASIS LEADER

Instructor at Joanneum for the International Management program at the School of Business. Responsible for the graduate and undergraduate Information Technology Management program in Graz.

ADJUNCT FACULTY

Instructor for International Business Management courses for Advanced Electronic Engineering Masters program in Kapfenberg.

ADJUNCT FACULTY

Instructor for Global Business Program (GBP) teaching course on International Negotiations.

INSEEC UNIVERSITY
Lyon France

2007-Present

ADJUNCT FACULTY

Adjunct Faculty for ERAMUS & Atlantis European Union programs teaching students from France, Sweden, Spain Hungary, Poland & USA. Classes in Information Business Systems & Global I.T.

CANDLE CORPORATION
El Segundo, California

2000-2001

GENERAL MANAGER – WEST/SOUTHWEST AREA

Responsibility for the sale of business integration solutions (software & services) for a \$9M+ business unit. Territory responsibility for six (6) account executives covering 15 states. Candle Corporation is a recognized leader providing eBusiness & EAI solutions to fortune 1000 enterprises.

SYSTEM SOFTWARE ASSOCIATES, INC. (SSA)
Westlake, California

1997-2000

DIRECTOR - WESTERN AREA

Area Director with P&L responsibility for the sale and delivery of enterprise application software & consulting services for a \$30M+ business unit that covers the western half of the U.S. SSA is a leading provider of world-class enterprise application software (BPCS) solutions (AS400/Client Server) for the industrial sector.

DIRECTOR - BUSINESS DEVELOPMENT

Responsibility for the strategy, development and implementation of SSA's Global Business Intelligence solution. Also responsible for development and implementation of SSA's Integration Services strategy for North America Professional Services.

INDUSTRY DIRECTOR - NORTH AMERICA

Responsibility for the North America General Manufacturing consulting and services practice. Projects include both U.S. and global implementations.

SYBASE
El Segundo, California

1996-1997

DIRECTOR

P&L responsibility and management of a multi-million dollar consulting practice covering Southern California, Arizona and New Mexico. Sybase provides a wide variety of professional services for relational database technology, client/server application development & Middleware. Projects include data warehouse, replication, database configuration and architecture.

UNICORN SYSTEMS COMPANY

1992-1996

Glendale, California

PRESIDENT / CEO

Responsible for all aspects of corporate strategy, growth and performance. Unicorn Systems is a software development & consulting company with a 25-year history. The company develops custom client server applications for Fortune 1000 clients. Also, Unicorn developed, markets and supports JURY+, the nations leading client/server jury management system.

DUN & BRADSTREET SOFTWARE

1981-1992

Los Angeles, California

REGIONAL VICE PRESIDENT/ AREA MANAGER

DBS is a leading provider of financial / manufacturing / human resource applications. The Western Region generated over \$40 million in software & service revenue from a customer base comprised of over 700 major corporations. Area Manager responsible for sales, consulting, customer service and P&L for a \$17 million business unit which covered Southern California, Arizona and Nevada.

METRO-GOLDWYN-MAYER

1979-1981

Culver City, California

SENIOR SYSTEMS ANALYST**GILLETTE CORPORATION**

1977-1979

Santa Monica, California

FINANCIAL ANALYST**FOTOMAT CORPORATION**

1974-1977

Santa Monica, California

SENIOR INTERNAL AUDITOR**ALLSTATE INSURANCE**

1972-1974

Sierra Madre, California

ACCOUNTING SUPERVISOR**ADDITIONAL ACTIVITIES:****STATE BAR OF CALIFORNIA**

1994-1999

Los Angeles, California

CO-CHAIR, DISCIPLINE AUDIT PANEL

Appointed by the Governor of California in 1994. Responsibilities include case review and process audits of the State Bar's attorney discipline system.

EDUCATION:

Arizona State University 1965 -1970

B.S. Degree in Business Finance

DATE OF BIRTH: May 3rd, 1947