

# JAKE FOSTER

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## Summary

An executive-level technologist and solutions architect with extensive leadership experience focused on Internet-based application development, deployment, operations and support.

## Core Competencies

- **Leader and Visionary:** Strong leader with exceptional motivational skills and a passion for working with talented, ambitious teams. An entrepreneurial self-starter; highly motivated with an unyielding work ethic and boundless drive. Excels at delivering business value based on strategic vision.
- **Problem Solver:** Highly analytical, resourceful and determined thinker with superior problem solving skills. Capable of creative and unconventional solutions.
- **Project Manager:** Experienced team/project organizer with a rich set of tools and techniques for ensuring success. Capacity for managing complex projects through every stage of planning and execution.
- **Technical Manager:** Extremely rigorous, detail focused technologist and manager with experience in iterative design and development, infrastructure and deployment, team and process optimization.
- **Architect and Innovator:** Expertise with multi-tier web, server and mobile application development utilizing service-based architectures, domain-driven modeling, component-based middleware, relational and object data storage. Architecture and implementation philosophy stresses needs-oriented analysis, feature-driven design, fast iteration, agile methodologies and a focus on simple, sensible, elegant solutions that balance the demands of both technology and business.
- **Seasoned Engineer:** Extensive experience in the design and development of high-volume, high-availability systems for transaction processing, loosely coupled messaging, reporting/data analysis and cross-platform data integration.
- **Collaborator:** Strong interpersonal skills with a focus on clear, concise communication. Equally comfortable working with staff, management, customers and investors. Collaboration-oriented with a “roll-up-your-sleeves” attitude. A vocal contributor in team environments.
- **Mediator and Statesman:** Highly values relationships with people in business and all aspects of life. Committed to fair and honest exchanges with others, civil discourse and a spirit of mutual respect.

## Professional Experience

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6/04 – Present

**Cleverbox Inc. | San Francisco, CA | [www.cleverboxinc.com](http://www.cleverboxinc.com)**

### ***Founder and Principal Consultant***

A full-spectrum technology consulting vendor advising a broad range of clients on software/systems architecture and strategic technology management and planning. Specializing in early stage start-up ventures with diverse technology needs. Services include: working with founders/executive team to prepare and present product and business to potential partners and investors; technology needs analysis, budgeting and financial planning, infrastructure and capacity planning; system and software architecture design; evaluation of potential partner technologies and third-party vendor offerings; technology due diligence, assessment and reporting, product and project management, time and resource planning; guidance in establishing procedural and logistical practices for the software development life-cycle; recruiting and screening of technical staff; documentation of engineering conventions and best practices; software engineering oversight and team management; hands-on software engineering and technology implementation.

#### *Key Engagements:*

1/10 – Present

**Various clients including Level Equity, Five Elms Capital, Compliance Science**

### ***Technical Due Diligence and Assessment Services***

Technical due diligence services for the venture capital and private equity industry. Post-funding oversight, mentoring and guidance for technology leadership at portfolio companies. Mock due diligence and audit preparation services for companies seeking outside investment. Technical audit and assessment services for companies evaluating partner integrations or acquisitions. Providing assessment in the following practice

areas:

- Software and integration architecture; Platform and technology stack
- Development process and practices; QA and testing; Release management
- Technology management and oversight; Growth planning; System scalability
- Infrastructure; Technical operations; Business continuity and disaster planning
- Team structure, staffing and hiring
- Policy and procedure; Regulatory compliance
- IP ownership, licensing and patents
- Security review and vulnerability/penetration testing

*10/09 – 6/10 and 1/12 – 2/13*

**PipelineRx | San Francisco, CA | [www.pipelinerx.com](http://www.pipelinerx.com)**

***Acting Chief Architect and CTO***

Provided technical leadership during the initial planning and ramp-up phase of a new, first-in-class business supplying clinical telepharmacy services to the hospital market. Brought in by the founders to articulate Pipeline's technology vision, define a strategy, and orchestrate the critical opening moves in that strategy. Established a technology organization and infrastructure footprint for the business. Key player in fundraising activities resulting in a \$2.5mm Series A investment. Returned in 2012 to provide strategic guidance to the CTO and CEO during post B-round growth phase, and present strategy to the board. Instrumental in propelling the business to \$10mm in annual revenue, 90 hospital customers, and 50+ employees by the start of 2013.

- Provided an in-depth build vs. buy analysis for the Pipeline technology platform.
- Drove initial platform, architecture and tool choices.
- Handled budgeting and financial needs analysis for tech organization and pro-forma budgeting for fundraising activities.
- Developed technology procedure, policy, and regulatory compliance regime necessary for securing licensing from state pharmacy boards.
- Designed, built and deployed the first version of the PipelineRx application.
- Prepared investor technology presentation and participated in pitching to VCs.
- Recruited permanent CTO and helped to establish a permanent team.
- Hands-on software architecture and engineering during the early, resource-starved days of the company.

*8/05 – 6/07*

**Mirixa Corporation | Emeryville, CA | [www.mirixa.com](http://www.mirixa.com)**

***Chief Architect and CTO***

Technical founder and senior technology representative for Mirixa Corporation, the leading provider of hosted, web-based clinical solutions for pharmacist-based patient care services and pioneer in the Medication Therapy Management system market. Helped build a national network of pharmacy affiliates and large base of customers including national health plans, PBMs and pharmaceutical manufacturers resulting in \$18mm in annual revenue and positive EBITDA by second year of operations.

- Responsible for all technology infrastructure and application development culminating with mission-critical, Version 1 product release on-time and significantly under budget.
- Assembled and managed a twelve-person technology team including software developers, quality assurance and test engineers, and system engineers.
- Defined architectural patterns and engineering best practices. Designed and architected all aspects of core system, partner integrations and back-office systems.
- Established and guided an agile process enabling the extremely aggressive delivery of a high-value, low-defect system to the marketplace.
- Supervised teams responsible for both production IT environment and internal corporate IT infrastructure.
- Interfaced with clients, senior management and business stakeholders to determine business need and

translate to technical strategy.

- Participated in senior management strategy and planning process including pro-forma budgeting for product development, corporate and production IT.
- Successfully transformed technology effort from “day-one” startup to stable, self-sustaining technical organization.

6/04 – 7/05

**Rackwise/Visual Network Design (OTC:RACK) | Burlingame, CA | [www.rackwise.com](http://www.rackwise.com)**

***Chief Architect and CTO***

Brought in to formalize technology and platform for VND’s flagship product Rackwise, a web-based configuration tool allowing network designers to quickly create comprehensive drawings and reports detailing physical placement, connectivity, power and heat requirements for network and computing devices within equipment racks.

- Elevated existing technology effort and infrastructure to stable, high-availability, market ready service.
- Drove major product redesign and technology planning to produce second generation of Rackwise product and expand capabilities to the enterprise.
- Conceptualized and prototyped new information architecture, functionality and user interaction design for 2.0 product including ideation and proof of concept for enhanced utilization of Microsoft Visio as the visualization platform for the Rackwise product.
- Worked with CEO and VP of Business Development to establish strategic partnership with Microsoft’s Visio and MS Operations Manager product teams.
- Participated in defining management team roles and recruiting for Chief Architect and VP of Product Management positions. Established transition strategy to permanent team employing agile principles for software development process.
- Represented the organization's technology to potential investors during Series B fundraising.

8/01 – 6/04

**RelayHealth Corporation (acquired by McKesson Corp) | Emeryville, CA | [www.relayhealth.com](http://www.relayhealth.com)**

***Software Architect***

Senior architect/engineer with RelayHealth Corporation, a provider of web-based communication services for doctors and patients. Position reporting directly to Chief Software Architect. Responsible for all aspects of product engineering, release management and production support. Position required close daily interaction with QA, Product Marketing, Customer Support and Senior Management, as well as regular interactions with sales prospects, customers, end-users and partner businesses. Duties extended well beyond software engineering to include agile process evangelist, release management and production support, project management and oversight, and team mentoring.

*Key Projects and Duties:*

Lead architect on many projects including .NET based multi-tier web application framework, continuous integration implementation, build and deployment automation, specialized data integration platform, electronic prescription routing engine and various projects to implement sophisticated front-facing application functionality.

11/99 – 8/01

**MediVation, Inc. (acquired by McKesson Corp) | Needham, MA | [www.mckesson.com](http://www.mckesson.com)**

***Senior Software Engineer***

Senior developer and employee number seven with privately funded start-up providing web-based service for Doctor to Patient communication platform. Critical member of core product development team reporting to VP of Development. Key player in applying agile approach to software development process. Contributed to the rapid growth of company in a demanding start-up environment resulting in July 2000 acquisition by McKesson Corporation, a Fortune 20 company.

*Key Projects and Duties:*

Team leader and senior architect for data integration and transaction processing systems across the iMcKesson Provider Solutions application suite.

1/98 – 11/99

**NYBOR Corporation (acquired by Xtria Healthcare) | Norwood, MA**

***Director of Software Development***

Senior management position reporting directly to CEO. General Manager of Boston office. Responsible for the day-to-day operations and management of technical consulting and software engineering staff of six including: product design and development, client management, project and process management, team recruiting, training and mentoring. Provided management and team oversight for major cross-divisional projects and coordinated development efforts with executive staff from other teams. Acted as a technical liaison to the Sales and Marketing staff through all phases of the sales cycle.

*Key Projects and Duties:*

Primary vendor contact, project manager and team lead for major national clients including National Data Corporation, IDX Systems, ConneXsys, Vogt Management Consulting, Proximity Corp and others.

6/95 - 1/98

**Tufts Medical Center | Boston, MA | [www.tuftsmedicalcenter.org](http://www.tuftsmedicalcenter.org)**

***Application Analyst, Information Services Department***

Webmaster for Internet and intranet web sites at 415 bed, full-service teaching hospital of Tufts Medical School. Developed technology platform and infrastructure standards. Designed, developed and managed content for both internal and external sites. Primary technical liaison for Web Advisory Group, a cross-departmental committee overseeing Internet development in the organization.

*Key Projects and Duties:*

Technical analyst and lead programmer for the development of mission critical web-based business solutions including: Inpatient Resource Tracking System; Resident Procedure Reporting and Accreditation System; Inpatient Status Application; On-line Pharmacy Formulary.

## Technology Portfolio

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**Tool and Technology Focus:**

- **Microsoft** server development with **.NET**, **C#**, **ASP.NET MVC**, **WebAPI**, **IIS**, and **SQL Server**
- **Node.js** server development with **Express.js** and **MongoDB**
- Web UIs and **Single-Page Apps** with **HTML**, **CSS**, **Javascript**, **AngularJS**, **Bootstrap**, **Foundation**, **JQuery** and **D3**.
- **JSON** and **XML web services** over **ReST** and **SOAP**
- **Mobile app development** for **iOS/Objective-C**, **Android/Java**, and **Windows Phone**

**Other Technology Experience:**

- Languages, frameworks and development environments: **Java**, **PHP**, **VB**, **F#**, **C++**, **Visual Studio**, **Eclipse**, **XCode**
- Web servers/server platforms: **IIS**, **Apache**, **Tomcat**, **WebLogic**, **Oracle**, **nginx**, **MySQL**, **MSMQ**, **RabbitMQ**, **BizTalk**, **SQL Server SSRS & SSIS**
- Operating systems and cloud services: **Windows**, **Mac OS**, **Linux**, **Azure**, **AWS**, **Heroku**
- Testing tools and platforms: **MSTest**, **Jasmine**, **Mocha**, **Signon**, **NUnit**, **JUnit**, **Selenium**, **Fitnessse**
- Source Control, Configuration Management, and Documentation: **MSBuild**, **NAnt**, **NDoc**, **Ant**, **Javadoc**, **CruiseControl**, **Jenkins**, **Markdown**, **JSLint**, **GIT**, **Mercurial**, **SVN**, **VSS**, **CVS**
- Tech ops, administration and monitoring: **VMWare**, **MS Hyper-V**, **PowerShell**, **MS Operations Manager**, **MS SMS**, **MS Certificate Server**, **OpenSSL**, **Cacti**, **Ipswitch WhatsUp**
- Healthcare data integration: **NCPDPScript**, **HL7** and **ANSI X12 270/271**
- Various core technologies: **PKCS/PKI**, **COM/DCOM/COM Interop**, **XML/XSLT/XSD/Xpath**, **MTS/COM+ Services**, **Canvas & SVG**, **LINQ**, **Linq-to-SQL**, **Entity Framework**

## Education

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**Berklee College of Music | Boston, MA | [www.berklee.edu](http://www.berklee.edu)**

***Bachelor of Music in Music Production and Engineering***