
BARBARA A. CULLIS, MBA, PMP

Curriculum Vita

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EDUCATION

M.B.A., Executive MBA Program, The Pennsylvania State University, University Park, Pennsylvania, Inaugural class of 2004.

Major: Business Administration and Finance

B.S., Marymount College, Tarrytown, New York.

International Study at College of Distributive Trades London, England.

Major: Business

M.S., Wilmington University, New Castle, Delaware.

Major: professional development. Courses included Human Behavior, Research and Evaluation, Ethics: Principles and Practices.

PROFESSIONAL CERTIFICATIONS

PMP, The Project Management Institute, Pennsylvania, 2000.

Designation: Project Management Professional

SCRUM Master, AgileInfusion, Philadelphia, Pennsylvania, 2007.

Designation: Certified SCRUM Master

PROFESSIONAL EXPERIENCE IN HIGHER EDUCATION

University of Delaware, Lerner College of Business and Economics, Newark, DE

**2016 - Present: Faculty Program Director of Technology Projects and Instructor,
Department of Accounting and MIS**

Duties: Responsible for all program director activities supporting the MIS capstone project course and the Global Enterprise Technology Program (GET). These include marketing, corporate outreach to large employers, student recruiting, program administration and curriculum design and delivery. Instructor in the Accounting and MIS Department delivering MIS coursework to undergraduate, graduate, non-credit professional development and international student programs.

2013 – 2016: Adjunct Instructor, Accounting and MIS.

Undergraduate instruction delivered for Lerner:

MISY431/432: MIS Senior Capstone Project Courses

MISY261: Business Information Systems

MISY370: Large IT Projects: Business and IT View, Project Management

MISY375: GET Immersion Internship

MISY420: Global IT Enabled Innovation

Curriculum Vita

Graduate instruction delivered for Lerner:

MISY840: Information Technology Project Management

MISY650: Enterprise Architecture: Digitally Transforming Business

2012 – Present: Instructor, Professional and Continuing Studies, University of Delaware Organizational Learning Solutions and Graduate & Executive Education. These *customized* organizational solutions are delivered at client sites in the region.

Courses: PMI Certified Project Management Certificate Course

Excellence in Executive Sponsorship of Projects

Project Management 201 and 301: creating a project management culture

Master the Mainframe Competition, 2019: In partnership with JPMorgan Chase, hosting IBM's mainframe competition at UD. This is a university-wide competition which teaches mainframe skills.

Reviewer of IT Project Management Textbooks:

2018 – Technical review, *Information Systems Project Management: A Process Approach* Edition 2.0, by Schneider, Fuller, Valacich, and George, Publisher: Prospect Press VT; (January 31, 2019).

2015 – *Information Technology Project Management: Providing Measurable Organizational Value*, 5th Edition, by Jack T. Marchewka, Publisher: Wiley; 5 edition (February 8, 2016).

2010 - 2016: Director of Information Technology and Research, Grants and Special Projects, MIS Instructor

Duties: Responsible for IT management, strategic planning, project management and for the cradle-to-grave program management of sponsored grants, contracts and other projects for the Lerner College of Business and Economics. This includes coordination with internal and external stakeholders and sponsoring agencies to ensure the successful completion of the program's outcomes. Participates on College and University-wide committees.

- Direct all aspects of IT staff and prioritize work based on College priorities
- Strategize and manage complete IT and Research project portfolio for the Lerner
- Manage college-wide IT projects to include applications and infrastructure
- Strategic planning and budget management: Run Grow, Transform model
- Liaise with central offices such as IT, Research Office, Procurement, etc.
- Define and implement college IT policies in partnership with central IT
- Led the vendor selection process and RFP development for the Lerner College web and branding initiative as well as the virtual lab project.
- Manage the full life cycle of proposal submissions and award administration of contracts and grants from federal, state, and industry sponsors and partners.
- Prepare financial and project status reports utilizing information available from University financial databases.
- Led on-going process improvement efforts within the College of Business and Economics.

Curriculum Vita

- Communicate in a highly productive and professional manner within a wide range of interdisciplinary constituents.

2015 – 2016: Faculty Advisor, Peer Mentorship Program, Lerner Student Advisory Board.

Delaware County Community College, Media, Pennsylvania

2009 - 2010: Instructor, Information Technoogy and Applied Engineering Technology
Course: Technical Communications.

Delaware County Community College, Media, Pennsylvania

2008 – 2010: Program Administrator, Applied Engineering Technology

Duties: Responsible for program management of the Applied Engineering Technology department. This included instruction, coordination with internal and external service offices, and coordination with the client or grantor to ensure the successful completion of the program's outcomes.

- Managed stakeholder meetings and coordinated program efforts which enhanced the overall effectiveness of the program, aligning industry requirements with program design.
- Managed all aspects of the operation including budget management, grant composition and management, staffing, capital equipment purchases, meeting enrollment targets.
- Chaired the Regional Advisory Committee, composed of College executives, faculty and 25 employers in the greater Philadelphia region. Key partners included; Boeing, Sunoco, Exelon Power Generation, and Sikorsky Global.
- Lead the effort to compose and win a grant from the Nuclear Regulatory Commission. This was achieved with a cross-functional team of administrators, faculty and Exelon executives.
- Designed, maintained and analyzed performance measures for the PA Department of Community of Economic Development (DCED), Nuclear Regulatory Commission (NRC), Department of Labor (DOL), NSF (National Science Foundation) and industry partners.

The Pennsylvania State University, University Park, Pennsylvania

1987–1997: Senior Systems Analyst and IT Project Leader for VP of Finance

Duties: Demonstrated immediate skills in collaboration and cross-functional leadership as a member of a unique inter-disciplinary department under the VP of Business and Finance combining industrial engineering and IT into a single organization. Facilitated the development and implementation of integrated systems and solutions to effectively manage information across administration, finance, document management, fleet operations, and procurement/materials management.

- Led the IT implementation of a University-wide supply chain project which eliminated on-campus warehousing and inventory carrying costs in partnership with VWR Scientific and Boise Cascade Office Products.
- Ported an inventory management system developed at Cornell University to Penn State as a joint-venture to save software development cost of mainframe systems.

Curriculum Vita

- Designed and implemented a Fleet Management System which was integrated with University billing systems, provided web-based requisition and online preventative maintenance tracking systems.
- Designed and implemented a program to auto-reconcile financial transactions yielding a labor savings for an operations accounting office.
- Programing and design on the development of IBIS (Integrated Business Information Systems) online approval system.

PROFESSIONAL EXPERIENCE IN INDUSTRY

As U Lyke IT, LLC, Hockessin, Delaware

2006 – 2011: President and Principle Project Manager, PM Consulting Services

Duties: Providing IT Services and full life-cycle Project Management for complex IT solutions.

Clients include:

Telerox Corporation: *Service provider of out-sourced call centers, customer service and CRM solutions.* Lead a corporate wide initiaiaive to creat shareholder value by reducing the current invoicing cycle from 21 to 5 days. This included significant Change Management initiatives combined with a new deployment of a Financial Project Accounting System.

GSI Commerce: *The leading out-sourced e-commerce solution provider for brick-and-mortar retailers.* Managed the development of an automated Quality Assurance Regression Testing System, designed to achieve a 25% savings in current labor required to regression test in-house developed software. The cross-funtional project team included off-shore resources.

Corporation Services Company (CSC), Wilmington, DE

2007– 2008: Software Development Program Manager, Scrum Master

Duties: Managed a cross-functional diverse team building a new operating platform for domain name portfolio management. The system was both client facing and used by internal operations staff. Served as SCRUM Master, created burndown charts and was responsible for team performance evaluations.

SunGard Availability Services, Philadelphia, Pennsylvania

2005– 2006: Vice President, Central Engineering, Managed IT Services.

Duties: Led the Central IT Engineering Department within the Global Services division of SunGard, responsible for providing strategic leadership across all Managed IT and High Availability engineering disciplines. IT Services include: Hosting Services, Application Services, Email and Collaboration Services, Network Services, Storage Services, Replication Services and Disaster Recovery. Engineering Technology Centers of Excellence each support world class customer service, product development, innovation, Tier 3 support and excellence in service delivery. Through acquisition and organic growth, Managed IT Services grew 55% in 2006.

Curriculum Vita

C-COR Corporation, State College, Pennsylvania

1999 to 2004: Director of Information Technology

Duties: IT leadership position during a period of growth, diversification and organizational change. Outlined IT strategies that enabled the business to rethink their investment in and deployment of information systems that are flexible and scalable as each of the company's three business units grew rapidly through global acquisitions. Drove the development of IT strategies and alignment of emerging technologies throughout the US, Europe and Asia.

IT Strategy & Business Direction

- Worked with external auditors KPMG and E&Y on Sarbanes-Oxley Section 404 compliancy requirements and Enterprise Risk Management assessment procedures.
- Outlined business cases and substantiated \$12M multi-year investment in IT initiatives that would yield the highest ROI.

Team Building & Systems Leadership

- Revamped the IT staff, processes and policies, transforming a dysfunctional group into a highly functioning IT group serving a global business. Instilled a new culture based on teamwork, performance leadership and service excellence.
- Drove proactive supplier relationships and lead efforts to build real-time online information sharing applications to further enhance forward design engineering and outsourced manufacturing worldwide.

Restek Corporation, Bellefonte, Pennsylvania

1997 –1999: Manager of Information Services

Duties: Recruited to build a formal IT group and technology strategy that support mission critical functions and business growth objectives. Designed the IT architecture, application standards and support networks while driving the selection and implementation of new technologies to advance business performance. Built an IT staff of systems engineers and network managers, and directed vendor negotiations/relations.

Murata Erie North America, State College, Pennsylvania

1984-1987: Mainframe Developer

Duties: Designed, developed and implemented software to support a global electronics manufacturer.

International Business Machines, T.J. Watson Research Center, Yorktown Heights, New York.

1981-1984: Mainframe Operations

Duties: Mainframe and vital records support and development for Research Operations.

Curriculum Vita

WORKSHOPS, CONSULTING AND OTHER CONFERENCE ACTIVITIES

PM 201 and PM 301 Custom Workshops, developed and delivered customized Project Management Workshops for PMA (Produce Marketing Association). Curriculum was developed to assist PMA with the implementation of a project management centric culture. Train-the-trainer techniques were used so that PMA may train future employees assuring sustainability of the new program. June – August 2018.

“Portfolio and Project Management (PPM) Best Practices for NIIMBL”, presented to the NIIMBL (National Institute for Innovation in Manufacturing Biopharmaceuticals) operations and executive teams. The audience included UD faculty, staff, as well as participants from MIT and UNC. NIIMBL has incorporated PPM best practices into policies and procedures developed for the institute and their constituents. October 2017.

“Project Management: Nuts and Bolts and Women’s Leadership”, Facilitated workshop for SUSI (U.S. Department of State granted Study of U.S. Institutes- Women's Leadership program), University of Delaware, July 2013 – 2017.

“Building a Work Breakdown Structure”, Facilitated workshop for visiting students from the Sorbonne, Paris, Master of Science Project Management Program, University of Delaware May 2014, 2017.

“Project Management: Making Projects a Reality”, Facilitated workshop for MEPI (U.S. Department of State granted Middle East Student Leaders Program), University of Delaware, July 2013 – 2017.

“Creating Value in a Mid-Market Telecommunications Company”, project presentation at Oracle Apps World, San Diego, 2004.

“Team Enterprise – Project Briefing”, project presentation at Oracle Apps World, San Diego, 2003.

Customer Relationship Management Process Improvement, invited panel discussant at Oracle Apps World, San Diego, 2003.

“Team Enterprise – Project Briefing”, project presentation at Oracle ROI Series CFO Tour, New York, 2002.

“Fundamentals of Project Management”, seminar presented to Penn State faculty and staff through the Human Resource Development Center, 1997 – 1998.

“Implementing a Fleet Management System”, project presented at the Big 10 and Midwestern Universities Transportation and Parking Conference, University Park, 1996.

“Implementing Cornell’s Inventory Management System at Penn State”, paper presentation at CAUCUS 1993, Software AG College and University User’s Group.

Curriculum Vita

PROFESSIONAL DEVELOPMENT

- PMP certification renewed with sixty PDUs achieved in a three year cycle, September 2019
- PMI Delaware Valley Chapter Professional Development Day, From a Good Project Manager to a Great Leader, Adding that Critical Component to all of our Careers – Leadership, May 2019
- PMI Delaware Valley Chapter Professional Development Day, Using Building Blocks to Ensure Successful PMOs!, May 2018
- EYARC Colloquium, June 2018
- Scholarly Teaching Initiative Faculty Achievement Program, Fall 2018
- SAP ERPSim Lab Instructor Workshop, January 2017
- Technology in Business School Roundtable, conference attendee, June 2014
- Leading Strategic Initiatives and Program Development, PMI, October 2012
- Pennsylvania Workforce Investment Board Symposium, June 2009
- Pennsylvania Association of Career and Technical Administrators Conference (PACTA), 2009
- SCRUM Master Certification, 2007
- Worldwide Lessons in Leadership Series, Stephan Covey, Tom Peters, and Ken Blanchard, 2001
- PMP (Project Management Professional) Designation, 2000
- Visioning and Coaching, Bartell and Bartell, 1998-1999
- Master of Business Dynamics, Restek Corporation, 1998
- Community Development, Leadership Centre County Program (LCC), graduate 1996
- Instructional Systems and Design Course, The Pennsylvania State University, 1993

MEMBERSHIPS

- Technology Forum of Delaware, member since 2017
- New Castle County Chamber of Commerce since 2017
- Technology in Business School Roundtable, member since 2013
- Pennsylvania State University Alumni Association, member since May 2004
- The Project Management Institute, member since March 1996

COMMUNITY SERVICE

- Project Management Institute/Delaware Valley Chapter Educational Outreach Committee, 2019 – present
- English Language Institute, Homestay Program, 2018 - present
- New Castle 100 Archers Archery Club Officer, Recording Secretary, 2013
- PMI, Beta tester of the myPMI mobile app, September 2012
- Catholic Social Services Christmas Program, 1995 - 2004
- Selection & Recruitment Committee, Leadership Centre County (LCC), 1996 - 1999
- Loaned Executive, United Way, 2003
- Board of Directors, Industrial Modernization Council, 2001 – 2002
- Committee for After School Childcare, Chairperson, 1995

Curriculum Vita

PROFESSIONAL IT PROJECT ACHIEVEMENTS

- Virtual Lab @TechDeck: planned and led the deployment of the first Virtual Desktop Infrastructure (VDI) implementation on the UD campus. This provides students with anytime, anywhere access to Lerner computer lab software applications. This project helped to solve a multitude of pain points such as compatibility with Macs, a lack of available space in our computer labs, and software licensing. Managed a rigorous RFP process and selected the Nutanix/Dell hyperconverged platform. Partnered with Dell for enterprise implementation services summer of 2015.
- TechDeck@Lerner College: Designed and implemented IT helpdesk services for the Lerner College to support students, faculty and staff. This is the first walk-up service desk for the college. Created the initial staffing and escalation models for the helpdesk.
- Infrastructure projects: XP machines to Win 7 migration, shutdown of obsolete Windows domain, upgraded hardware (PCs and Servers) and software in college computer labs and technology classrooms.
- Managed a cross-functional team of college executives, faculty, staff, and the UD Director of Procurement through the vendor selection process for Lerner's rebranding, website and graduate school marketing initiatives. This 25 month project was recently awarded to Elliance as a strategic partner. I was responsible for collaboratively developing and issuing the RFP with goals and requirements.
- Managed the development and implementation of an automated software Quality Assurance Regression Test System. A cross functional team including off-shore resources achieved 25% savings in QA labor for GSI Commerce (acquired by eBay).
- Oracle 11i eBusiness Suite: Led the successful integration of four acquisitions and six financial systems into a single global platform offering multiple currencies and languages. Reduced closing cycle time 50%, improved DSO 10% and cut A/R \$3.4M.
 - Cut engineering change order process time 85%
 - Reduced inventory supply 20%, increased inventory turns 25%
 - Modules deployed include manufacturing, purchasing, inventory management, planning, order management, engineering and full suite of financials led
- Supported major cultural, operational and personnel related merger integrations as a member of the C-COR corporate leadership team.
- Consolidated corporate telecommunications; voice, data and internet connections to 13 countries under a single vendor and network. Lowered costs 25% while enhancing security and reliability.
- ROI Systems (Sage): Led the selection process and implementation of a fully integrated ERP system to replace legacy applications in a record five months for a small but rapidly growing manufacturer of scientific products.
- Designed a comprehensive RFP process to identify and select key vendors and technology platforms offering the best value. Lowered capital, operating and maintenance costs by sourcing of commercially available technologies.

Curriculum Vita

- Garnered recognition as a specialist in first-ever deployments of IT business process reengineering and supply chain management that became the best practice standards for other Big 10 universities. This was a university-wide project at Penn State.
- Implemented one of the first JIT EDI supply chain systems with vendor-managed inventory in partnership with VWR Scientific. Cut inventory costs by 30%+ annually while improving controls and streamlining handling/disposal of laboratory supplies/chemicals at Penn State.
- Eliminated 37% of office supply costs by structuring an EDI process with Boise Cascade that accelerated ordering and delivery of supplies. Lead to the development of a joint consortium for the purchase of office supplies. This was a university-wide project at Penn State.
- Human Resource and Payroll integration projects, Ulti-pro and Oracle 11i, Humanic and ADP.
- Revamped applications for Fleet Operations from mainframe and manual processes to deploy the first client/server application with web-based requisitioning and online dispatching and billing.
- Led the turn-around of a poorly engineered data center implementation for a large customer in a hosted data center environment. The result was sustained customer satisfaction and performance.