

Milind S. Pandit

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Summary	Able to create business value through <i>insight, innovation, and execution</i> . Analyzes and investigates for insight into market trends, customer needs and organizational problems. Innovates and tests enterprise software solutions balancing investment, risk and return. Personal discipline and managerial experience ensures successful execution of projects building value.
Employment History	novation, Inc., 111 SW Fifth Avenue, Suite 3200, Portland, OR 97204
5/08-12/08	Director of Product Management novation was going through a rapid growth phase and needed to transition from a technology orientation to a market orientation. Product enhancement requests from customers, executives, customer support, and engineers were piling up. Features were being delivered, but there was significant dissatisfaction with their nature, completeness, and timing. As a one-man product management organization, I re-built the function from the ground up: <ul style="list-style-type: none">• built a requirements management system to organize, publicize, consolidate, and prioritize requests from multiple internal and external customers.• introduced the executive team to a methodology for exposing unstated requirements, and validating requirements <i>before</i> engineering resources were invested.• mapped the requirements of market segments to detailed engineering requirements. This gave the development organization confidence that their work would be adopted and valued.• coached the development and QA organization. Worked within their development methodology (Scrum) to prioritize requirements based on their value to customers.• communicated development constraints to customers and clarified customer needs and competitive requirements for development and QA. This two-way communication served to re-build trust throughout the organization.
5/98-5/08	As a consequence, the development organization launched multiple product releases that satisfied customers. Corillian Corporation, now a part of CheckFree Corporation, now a part of Fiserv, 3400 SW John Olsen Parkway, Hillsboro, OR 97124 Director of Product Management (CheckFree, now a part of Fiserv) <ul style="list-style-type: none">• Established a formal product portfolio management process, ensuring the organization could focus investments on profitable initiatives while remaining open to new opportunities. Improved CheckFree's ability to make and meet product commitments.• Led a team of product managers responsible for internet banking products earning over \$7 million in annual revenue, and had them trained by Pragmatic Marketing. Led product and process integration initiatives following acquisitions of Corillian and CheckFree.• Was responsible for marketing of security products, including market segmentation, positioning, pricing, industry analyst relations, competitive analysis and training and supporting the sales force. Worked closely with engineering on delivery schedules, balancing support burden and quality requirements against customer demands.• Responsible for Small Business Banking. This product line generated nearly \$15 million in revenue from top-ten banks like JP Morgan Chase and smaller institutions.• Successfully directed entry and increased investment in new markets through in-depth market and competitive analyses. The results were presented to and favorably received by executive

staff, Wall Street analysts, industry analysts, and board of directors.

Vice President of Product Management (Corillian, now a part of CheckFree)

Mentored and guided a team of four senior product managers responsible for P&L of Corillian's entire product line, and attended Pragmatic Marketing training with them. Revenues exceeded \$20 million, and the company became profitable over this period.

Director of Product Development

- Managed a functional organization of five software development managers and 26 software engineers.
- Responsible for delivery of releases of Corillian's entire product line, which generated \$19 million in revenue during this period, and \$20 million over the next six months.

Director of Application Engineering

- Rescued two difficult projects and retained customers by establishing reasonable expectations with customers and rebuilding their trust in Corillian's ability to make and meet commitments. Business from these customers alone has exceeded \$4.1 million since that time.
- Successfully managed off-site partner and off-shore development team.

Engineering Manager

Project Manager

7/91-5/98

Intel Corporation
JF3-375, 2111 NE 25th Avenue, Hillsboro, OR 97124

Program Manager, Business Application Components, Intel Architecture Labs

Senior Software Engineer, New Media Prototypes, Intel Architecture Labs

Software Engineer, Scalable Servers Division

Hardware/Software Engineer, Hardware Design Automation

Patents

6,598,045: System and method for piecemeal relevance evaluation (7/22/03)

6,172,685: Method and apparatus for increasing the amount and utility of displayed information (1/9/01)

5,899,995: Method and apparatus for automatically organizing information (5/4/99)

5,859,636: Recognition of and operation on text data (1/12/99)

Publications

ROI, Risk, and Real Options in One Page, webinar delivered 14 February 2007, archived at http://community.featureplan.com/community/2007/02/past_webinar_risk_roi_and_real.php

Go Phish: How to Prevent Identity Fraud, Bank Technology News, 1 July 1996, vol. 19, no. 7. Bank Technology news is an award-winning financial-industry publication

Academic Background

The University of Michigan

Ann Arbor, MI 48109

MSE in Computer Science and Engineering

BSE in Computer Engineering

Interests

Bicycling (completed a century for the American Lung Association in 2003, 2007, and 2008 and for the American Diabetes Association in 2004, 2007, and 2008), snowboarding