

## Milind S. Pandit

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<b>Summary</b>	Able to create business value through <i>insight, innovation, and execution</i> . Analyzes and investigates for deep insight into market trends, customer needs and organizational problems. Innovates and tests solutions that balance investment, risk and return. Personal discipline and managerial experience ensures successful execution of cross-functional projects building value.
<b>Employment History</b>	Now Interactive LLC
12/08-Present	<b>Founder &amp; CEO</b> Currently leading a team of domestic and offshore consultants focused on accelerating software innovation. Our core value proposition is rapid delivery of the right software to meet the stated and unstated needs of our clients. We develop a deep understanding of our clients' business processes and forthcoming needs. We deliver frequent releases with functional and non-functional qualities designed to perfectly meet those needs, over time, at minimal cost. Our clients have ranged from startups to large, well-established firms (Air New Zealand) and from high-tech financial services firms to manufacturers. We have delivered sales demos, large scale applications, as well as functional prototypes for market testing and requirements elaboration.
5/08-12/08	iovation, Inc., 111 SW Fifth Avenue, Suite 3200, Portland, OR 97204 <b>Director of Product Management</b> iovation provides a software-as-a-service solution to prevent online fraud and abuse. iovation was going through a rapid growth phase. 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, introducing technology and process that enabled the development organization to deliver multiple product releases that satisfied customers.
5/98-5/08	Corillian Corporation, now a part of CheckFree Corporation, now a part of Fiserv, 3400 SW John Olsen Parkway, Hillsboro, OR 97124 <b>Director of Product Management (CheckFree, now a part of Fiserv)</b> <ul style="list-style-type: none"><li>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 roadmap commitments.</li><li>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.</li><li>Was responsible for marketing of Corillian Security products, including market segmentation, positioning, pricing, industry and 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.</li><li>Previously 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.</li><li>Successfully directed entry and increased investment in new markets through in-depth market and competitive analysis. The results were presented to and favorably received by Executive Staff, Wall Street analysts, industry analysts, and Corillian's board of directors.</li></ul> <b>Vice President of Product Management (Corillian, now a part of CheckFree)</b> 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 subsequently exceeded \$4.1 million.
- Successfully managed off-site partner and off-shore development team.

**Engineering Manager**

- Managed a team of six engineers to deliver OneSource account aggregation to Microsoft MoneyCentral and First Technology Credit Union.
- Managed a team of three engineers to deliver Ad Manager 1.0, a targeted marketing campaign manager for financial institutions.

**Project Manager**

7/91-5/98 Intel Corporation, JF3-375, 2111 NE 25<sup>th</sup> Avenue, Hillsboro, OR 97124

**Program Manager**, Business Application Components, Intel Architecture Labs

- Patents for technologies developed under my leadership gave Intel an intellectual property advantage over competitors. Marketing of these technologies in publications and trade shows helped establish Intel as a technology leader in the software industry

**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](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 2006, 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 centuries for the American Lung Association in 2003, 2007-2010 and for the American Diabetes Association in 2004, 2007-2010), snowboarding