



Mr Morris D Fedeli

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www.fedeli.nu

BAppScMaths(Stats; Research);BBusComp(Mktg; Mgmt; Psych);CMACS(ProjMgmt);
GradDipTechMgmt(IT);MBA(TechMgmt)InfoTech;JP(Qual)
AIIA IFIP AOQ PCP APESMA AFAIM

Techmore Pty Ltd / Odyssey World Pty Ltd – Managing Director

Satellite and Wireless Pty Ltd – Founding Director

Providence Solutions Corporation – CEO/President

Australian Computer Society – Past ViceChair

Philippine Computer Society – Past Co Chair on the National Executive Board

Date of Birth: 17/06/1967 :: Single :: Healthy :: Non-Smoker/Drug-Free/Non-Drinker
PO Box 4122, Eight Mile Plains, Queensland, Australia 4113 +61 419 577 377
Millennium Plaza, Makati Avenue, Makati City, Philippines 1200 +63 928 326 7999

Dual **Citizenship:** Australian/European :: Dual **Residency:** Australian/Philippines

Languages: English, Italian, some French & Tagalog :: International **Drivers Licence**

Certificate in 4 Wheel Driving :: First Aid Certificate :: Corporate Member of PCS

I am an experienced and well traveled business man with excellent communication and negotiation skills having been exposed to the cultural, political, legal, business and language differences during my time living and working in Europe (13years), Asia (7 years) and Australia (20 years). During this time I have undertaken many technical, business and humanitarian projects partnering with people at various levels from laymen to presidents of foreign nations.

I am motivated by challenges, work well under pressure and through my excellent technical background and extensive business experience I am able to create and seize opportunities within the marketplace and develop or transform these into profitable business ventures.

I have 23 years experience in ICT/Business as an entrepreneur, business leader and public speaker, possessing many valuable skills obtained in my various capacities over the years, and undertaken extensive professional and personal development programs providing me with key strengths and expertise in:

- ✓ **Information Technology: Design/ Development, Hardware/Software, Networking, Applications**
- ✓ **Telecommunications: Internet/Data, Call Centers, Wireless, Audio/Video Streaming**
- ✓ **Broadcasting: TV/Radio/Production**
- ✓ **Software Architect/Engineer/Designer**
- ✓ **Operations/Research/Logistics Development**
- ✓ **Product & Service Development**
- ✓ **Accounts/Finance/Leasing/Rentals**
- ✓ **Purchasing/Sales/Public Relations**
- ✓ **Marketing/Solutions/Business Consultant**
- ✓ **Project Management/Event Management**
- ✓ **Strategic Business Management**
- ✓ **Business Alignment/Merger & Acquisitions**
- ✓ **Business Process Outsourcing**
- ✓ **Business Process Re-engineering**
- ✓ **International Law/ Intellectual Property**
- ✓ **Contract Law/Negotiations/Tenders**
- ✓ **Technical Writer/News Columnist**
- ✓ **Course Developer/Lecturer/Trainer**
- ✓ **Trainer/Radio/TV Host/Public Speaker**
- ✓ **CEO/COO/CTO/Chair/Vice-chair/Co-chair**
- ✓ **Entrepreneur/Leader/Visionary/Evangelist**

I am client focused and solutions oriented and my future interests are in developing business opportunities and managing projects which combine my great skills in strategic management, business development, managing teams, event and training, and results oriented marketing/sales. I am an independent worker, results driven and high achiever able to work with key stakeholders and direct teams at all levels.

I welcome the opportunity to discuss any future business opportunity at any time. For more detailed information including latest contact details please visit my personal web site at www.fedeli.nu.

Referees ::

Mr Robert Ceccato	Global Food & Wine, General Manager	+61 421 382 394
Mr Richard Saad	Exigent Studios, Director/Sales Manager	+61 418 494 262
Mr Barry Snashall	Australian Computer Society, State Manager – QLD	+61 7 3220 0666
Mr Norman Bardell	Platypus.net.au Pty Ltd, Director/CTO	+61 7 3335 7113
Ms Suzy Roxas	PLDT, Marketing Executive	+63 919 681 2695

ICT Skills ::

Hardware (23 years):

- **Personal computers:** Apple/MAC, Microbee, SGI, Sun, IBM, DEC(VAX, PDP), PC XT-P4 & Beyond
- **Storage:** HDD, CD/DVD, MO, SAN, RAID, Tape QIC, DDS
- **Peripherals:** A4/A3/A1/A0 plan printers, lasers, dye sublimation, offset, copiers, inkjet, dot matrix, scanners, ADF, OCR
- **Network/Communications:** fax/modems, routers/hubs, TAS, ISDN, xDSL, satellite, cable, DDS, wireless 11a/b/g, PANs, LANs, WANs, VoIP, SIP
- **Broadcasting:** Miro, Osprey, Avid, Sony, Fast and various others

Software (23 years):

- **Operating Systems:** MVS, DOS v2-7, OS2, Lantastic, Network OS, Novell v3-4, Windows 95/98/XP/Me/2000/2003/Vista (server/client), various flavours of UNIX Debian/Redhat/Slackware
- **Languages/web:** assembly, Basic, Pascal, FORTRAN, modula2, C++, RDB2, Powerhouse, PERL, C#, Java, ASP, .net, VB, HTML, DHTML, CSS, JS, XML, VRML, Flash, various editors (for macros, shells and scripts)
- **Databases/languages:** various releases of SQL, Dbase, Clarion, Progress, Access
- **Application servers:** IIS, Apache, windows media server, real media server, Active Directory, Macromedia, SharePoint Portal, Exchange, sendmail
- **Application toolset:** Project 2000-2003, Visio 2003, Crystal Reports
- **Productivity toolset:** Office up to 2003 (Word, Excel, Powerpoint, Access, Infopath, Publisher, Outlook), Lotus suite, Wordperfect suite
- **Design toolset:** CorelDraw Suite v1-11, Adobe Photoshop, Photopaint, Premiere, AutoCAD, Autosketch, VR, Frontpage, CorelFLOW, Dreamweaver
- **Communications toolset:** Explorer, Netscape, Opera, Pegasus, Eudora, Exchange, Telnet/SSH, FTP, PCAnywhere, scripting languages, Yahoo, MSN/WindowsLive, RDP, Blogs, RSS, StockWatch
- **Security/Diagnostics toolset:** Nortons, various firewall tools, modem/LAN sharing
- **Accounting solutions:** Quickbooks, MYOB, TAS/NPA, Sybiz, Attache, Nexus, many CRM/ERP solutions
- **Commerce solutions:** Paypal, WorldPay, YES Payments, iKobo

Education/Qualifications ::

High School:

- 1978-1981 Dario Bertolini - Venice, Italy
1981-1983 St John's College - Darwin, Australia

Undergraduate:

- 1984-1986 **Bachelor of Applied Science (Mathematics)**
Majors: Computing/Statistics/Management Science(Logistics) - QUT, Brisbane, Australia
- 1987-1988 **Bachelor of Applied Science/
Bachelor of Business(Computing)**
Majors: Management/Marketing/Psychology – QUT, Brisbane, Australia

Postgraduate:

- 1998-1999 **CMACS(Project Management) PCP**
ACS – Brisbane Australia
- 1999-2000 Graduate Diploma of Management
(Technology Management)
ACS/APESMA/Deakin University, Melbourne, Australia
- 2000-2001 **Masters of Business Administration
(Technology Management) IT**
ACS/APESMA/Deakin University, Melbourne, Australia
- 2001-ongoing **Doctorate of Business Administration (Research)**
E-Business: “Generating wealth through the application of new emerging technologies”

Training/Professional Development ::

Programmer Certificate
Dale Carnegie Certificate in Leadership
Microsoft, Lotus, Cisco,

Certified Corel Trainer
Professional Development Courses
(includes Personal Library)

4WD Certificate

Justice of the Peace (Qualified)

1984 Control Data Institute
1983 Dale Carnegie College
1994 onwards: Undertaken core competencies for MCSA/MCSE/MCSD, CNA, Corel Training Certificate
Chris Newton, Michael Gerber, Jay Abrahams, Tom Hopkins, Kevin Trudeau, Leone Noone, Jack Best, Denis Waitley, Neil Flanagan and Jarvis Finger, Paul Dunn and Gary Schuller, Dr Phillip McGraw, Reparenting the Child Within, Healing Attitude Loving Presence, Johnny Walker Certificate in Whisky Tasting
1999 : Certificate in 4 Wheel Driving
2000 : Justice of the Peace (Qualified) – Lay Magistrate

Awards/Associations ::

Statewide Mathematics Competition: 1982 – Distinction
1983 – Credit

National Attestato di Merito 1983 Dante Alighieri Society (Italian language/culture) (1 of 10)

University Scholarship 1984 Lend Lease Foundation (1 of 10)

Quality Systems for Small 1992 Australian Organisation for Quality Control

Business Certificate AOQ Foundation Member of AOQ Queensland Chapter

Practising Computer Professional 1986 - : Certified Member of the Australian Computer Society
2001 : Executive Board Member – Australian Computer Society
2002 : Vice Chair – Branch Executive Committee – Australian Computer Society
1996 : Member
1998 : Member
2003 : Corporate Member; PCS National Web Co-chair
2004 : Certificate of Attendance
2005 : Manila, Philippines

AIIA, IFIP, ADMA
APESMA, AIM
Philippines Computer Society

Bureau of Investment

Project Management Certificate

Brief History / Projects ::

- 1983 - 1988 **Lend lease Corporation, Civil & Civic** *Consultant & Computer Tutor*
Chapel Hill State School *Computer Tutor*
Somerville Community College *Analyst/Programmer & Trainer*
- 1988 - 1991 **Queensland University of Technology** *Tutor/Lecturer Postgraduate Courses*
- 1988 - 1989 **TRANSCOMP Computers** *Hardware and Software Development Manager (Director)*
Formed specifically to develop a few customized software packages for direct marketing organizations including Amway Corp, the rights of which were eventually sold to Amway. Personally involved in the development of many of the applications in PROGRESS, Dbase, Pascal & C, as the person responsible for hardware I also spent a lot of time in Asia – HK & Singapore - researching the hardware industry.
- 1988 - 2002 **Techmore Pty Ltd** *Managing Director,*
T/A TRANSCOMP *Hardware & Software Engineer, Marketing & Sales Manager,*
T/A DIRECTION MEDIA SERVICES *Solutions Consultant, Purchasing & Finance Manager,*
T/A ODYSSEY COMMUNICATIONS *Operations Manager, Trainer/Presenter, Desktop Publisher,*
Project Manager, Research & Development Manager
As founding Managing Director of Techmore I have been involved with the organization since inception, in its management and operation which has seen the organization grow from a home based business to a major industry player – in 1994 it was awarded 'Top 10 Computer Solutions Provider' in Queensland Australia.
At Techmore over the years I worked in every area of the organization from technician, technical support, field engineer, sales, marketing, finance, purchasing, software development, training and management.
Client list is like a who's who of Australia and include QANTAS, James Hardie, QANTM, BHP, CITEC, Roche Bros, Metway, ACS, Sheraton group, National Heart Foundation, Department of Transport, Department of Health,, Department of Education and a number of computer wholesalers also.
Over the years the operation expanded with offices in Toowoomba, Gold Coast, Sunshine Coast and northern NSW. We attended all the major Expo's in the area to ensure large exposure.
With a background in software development I custom wrote TECHBase in Clarion from the outset - Techmore's inhouse accounting system incorporating the ability to individually track stock and components by serial number, which proved invaluable as we expanded our Rental division over the years to eventually become the largest privately held Computer & Communications Rental Company in Queensland.
In 1990, TECHMORE acquired TRANSCOMP and established it as its hardware division; in 1991 we established a business unit called Direction Media Services to specifically target the printing industry with digital pre-press industrial desktop publishing systems and carry out DTP work. As the Manager, Trainer and Desktop Publisher – certified in Corel DRAW – we serviced clients like the Coles Myer group, Snap, Kmart, Progress Press and the Courier Mail.
In 1991 we acquired our new head quarters, TECHMORE HOUSE in Brisbane CBD and moved into the top floor, which included our very own training center, workshop, storage areas, sales offices and showroom.
Many training courses were personally offered in Windows applications and business from the new Training Center. In 1993 we obtained Quality Assurance ISO9002 and obtained preferred government supplier status under GITC # 126.
For many years TECHMORE had run a free BBS service, OZLink, then later BrisNet which eventually was spun off into its own unit as an ISP & web development house. In 1994 TECHMORE retained the local franchise trading as ODYSSEY COMMUNICATIONS.
- 1995 - 2002 **Odyssey World Pty Ltd** *Managing Director,*
Sales & Marketing Manager, Service & Support Manager,
Software Developer, Project Manager, Trainer/Public Speaker
Established as an ISP under a franchise model and Web Development organization, at its peak had 10 staff plus 27 developers – including designers, photographers, scriptwriters, engineers, writers, marketers, business advisors, multimedia artists etc - in its WEBFactory division with operations in Brisbane, Sydney, Sunshine Coast and Northern NSW serving the likes of Sydney Opera House, Parliament House and Telstra to name a few.
Over the years Odyssey World won many awards including: 'Best Web Site' by Netguide USA & 'Best Value For Money ISP' by a leading UK magazine and was profiled on various TV and Radio programs.
In 1997 as a result of the deregulation of the telecommunication industry the branch offices providing internet access were sold off except for Brisbane, which trading as Odyssey Communications was retained by Techmore Pty Ltd.
Eventually the Hosting and Application Development divisions including its strong investment in Streaming technology which included its own soundproof audio/video recording studio and dedicated Network Operations Center was transferred to the Providence group.
Odyssey World's extensive and profitable investment in eCommerce which included operational presence in Switzerland, USA, HK, Australia and Philippines was maintained until the Banking industry took notice at which time legislative changes dictated that we had reached our peak and could exit winning.
- 2002 - 2005 **Satellite & Wireless** *Shareholder/Founding Director*
www.satellite-wireless.com
Providing professional Wireless networks in the city and remote locations. Currently operating an extensive public 803.11b 'to the rooftop' network over the greater Brisbane area (1000 sq km). A successfully sell-out resulted in a worthwhile cashing & return on my investment.
- 2004 - current **Providence Solutions Corporation** *CEO/President/ Director of Business Development*
www.providencecorp.com *Sales & Marketing Manager, Recruitment, Project Manager*
Providence Solutions Corporation was established as a wholesale xshoring organization to service the needs of western Web Development companies. A Microsoft Certified Partner adopting proven Microsoft methodologies with Client Management and Software Architecture based in Brisbane Australia and Product Management and Software Development in Manila Philippines, Providence is able to deliver professionally and quickly on high quality traditional and .net applications.
Using a highly scalable and dynamic team structure, employing well known CMM standards and using the latest software and hardware, Providence BPO model is able to transparently deliver finished applications together with source code and full documentation at half the cost of western organizations.
- 2005 - 2006 **RJ Holdings Inc/WorldCom Wireless** *Founding Director/Project Director*
www.rjplanet.com
RJ Holdings which included RJ Broadcasting (TV/Radio) together with my strategic investment in WorldCom Wireless valued at USD4m constituted our initial foray and Philippines first showcase of wide area wireless technology on a national basis. As a NTC licensed carrier with NOC in Manila we achieved national coverage through our 32 transmitter sites across the archipelago.
My shareholding was eventually on sold and merged with the wider RJ Holdings group to compete with SMART, a division of PLDT.

Special Interest / Projects ::

Cheque Fraud Identification System: developed for Westpac & CBA Bank employing a high quality portable scanner and custom written software developed by myself to scan, store & verify amounts, signatures and watermarks. This system was profiled on "A Current Affairs" on Channel 9.

Holographic Reproduction System: supplied to QUT department of Space Science employing two especially imported high-end digital capture cards specifically sourced by myself. Designed to capture in real-time from two different angles frames of an object moving and to reconstruct an animated holographic version of its path. I personally developed a skeleton software driver for the PhD research student to use.

LJ Hooker Sign Tracking System: developed to track and manage signs at over 25000 properties involving 450 agents across Australia & New Zealand.

Brisbane RNA Expo: custom built PC based interactive video playback system for the Courier Mail newspapers. Featured on Channel 9, it was the first system of its kind that through an interactive touch panel allowed a user to experience an educational video clip with synchronized audio on a large projection screen.

Snap Printers: consultancy, setup, installation, configuration and training of staff in all pre-press equipment used by Snap including large scale scanners, printers, laser printers and backup devices. See www.snapprinting.com.au.

Scouts Live: broadcast of Australian Scouts event live over the internet as seen on NBC and CNN in the USA. Also involved in financially supporting the Australian Scouting Association over the years. See www.scouting.net.au.

Cyber Community Project: As Treasurer of Making Space Inc, devoted to the development of the Arts and Communications particularly among Youth with a heavy emphasis on Multimedia & Internet. Techmore/Odyssey and QANTM are the main sponsors of GRUNT, the pilot site of Making Space located in Brisbane. We provided equipment, expertise, internet access and training, as well as developed an extensive virtual presence on the web called Perfect Strangers. www.qantm.com.au.

Sydney Olympics 2000: official supplier of all routing equipment and technical expertise and internet links used in their International Broadcast Center (IBC), which covered all media coverage outside of Australia on a 24x7 basis.

Suncorp-Metway eBank: Provision, setup and development of online banking site for Metway Bank Pty Ltd, including the housing and ongoing maintenance (24hours around the clock) of their communications and co-located distributed redundant web servers from our offices. See www.suncorp.com.au.

Microsoft Brisbane Internet Games: Supplied Voyager Consoles & internet access & development of the programme content for the Microsoft Brisbane Internet Games held at the RNA showgrounds Brisbane 1996.

Startrek the Experience: Concept design and development of scenes in the ride 'Startrek the Experience' which opened in Las Vegas in January 1998.

Playnet: represents an online educational interactive game targeted towards parents and children. Technically interesting and challenging to implement.

Global Property Link: an online realtime world wide system allowing users to search and retrieve pictorial and text information about any property anywhere in the world. Selection criteria can be very detailed. A first, with most top 10 real estate companies on this system now! Includes digital walkthroughs.

James Hardie (Windows) and Results Corporation: involved in the consultation and analysis stage of the deployment of a large scale geographically dispersed internet/intranet site spanning several continents and employing various underlying architectures and platforms/operating systems.

ACS Virtual: Conception, design, development and implementation of the ACS Virtual project encompassing a collaborative integrated online communication, organization and event management system for the ACS and its members.

Audio Video Streaming/Recording: Experienced in designing and building complete digital recoding studios for local TV stations, Videographers and personal Home Theatre applications. Streaming video application design, implementation and support for a 'pay-as-you-use' real-time internet streaming media system for Café Live Pty Ltd. Radio audio streaming from multiple locations for Radio Station FM88.

Public Appearances: National TV and radio appearances for live discussion of current issues on Channel 9, Channel 10, Bris31, FM88, 4KQ and on my own weekly show on 4BC "*Talking Computers*" (in many instances segments were produced and directed by myself). Also appearances on TV/Radio shows on various networks including GMA7, ABN-CBS and RJTV and radio at a number of Philippine cities.

Public Speaker/Presenter: at Telstra Seminars, IES Conferences, for Australian Institute of Chartered Accountants, Results Corporation, Australian Computer Society, Philippine Internet and Computer Society, the Asian Institute of Management. These included talks on air on "*Total Cost of Ownership*", "*How to Save Time, Money and Make Money using the Internet*", "How to get that Job" and "*What's in IT for you*". Contracted Keynote Speaker on Tour on behalf of PLDT on various topics as to 'How to profit in your Business' aimed at Cybercafe operators from Baguio to Batangas.

Trainer/Consultant: training of consultants and staff of a number of leading organizations such as Arthur Andersen and Telstra in the applications/sales of Internet Solutions. Also training of unemployed individuals on 'How to get that job' on behalf of the CES and conducted seminars on Entrepreneurship for new aspiring start up business on behalf of the Small Business Development Corporation.

Writer/Journalist: writing of short informative articles for the local papers such as Courier Mail, the Australian, ARN and the Source as well as national and international magazines such as APC on a number of computer and communication topics. Technical writing for journals and, newsletters and books. Formerly editor and publisher of TECHnews and Employment Resources Newsletter.

Course Development: Chair on a number of committees responsible for curriculum development and approval to ATO standards new course material with level of outcomes of certificate and postgraduate diploma. Also in house development of all training courses on Microsoft, Corel, and Internet topics for the Techmore Training Center as well as several others.

Philanthropic: I have a strong social justice bias and belief in the greater good in helping my community, the global village. As a leader among my peers I am an emphatic supporter of open and honest communication. I regularly commit my time & finances in helping others especially youths locally & abroad.

COMDAP 2003/ManilaCon 2003: Expo conducted in Manila on behalf of Eastern Telecommunications/PLDT. As the most senior Network Engineer on the project I was responsible in establishing an onsite Wireless networking servicing display booths and the public.

SWIFT: Visionary and chief designer and implementor of the dBi network servicing Makati City Metro Manila providing free to air internet access in the street to locals and visitors alike in high traffic public areas. Eventually rolled into the Airbourne Access national network which was strategically bought out by PLDT in subsequent years.

FIBS Internet Community Café: Group of internet café franchises (7) located in and around Manila and northern Luzon area established to provide 24x7 internet access, gaming and multimedia services. In depth know how of online community centric services and technologies across generational issues and interests including mobile technologies.