



**Sean C. Barker serves as President of One Energy LLC, an energy consulting company. Over the past 18 months One Energy has developed over 500 relationships both the commercial and residential markets.**

**Prior to One Energy Sean served as President of OMADAS LLC a business and information technology consulting company. OMADAS had clients in the energy, call center, engineering, development and entertainment industries. In addition to sitting on several boards he also served as the COO of The Boardwalk Entertainment Group and President of InstantADR. He designed and holds a patent for his design and development of InstantADR**

**Prior to starting OMADAS he was the Vice President of Global Operations for Ingram Micro the world's largest broad line distributor with over 35 Billion in revenue. He leads a multinational IT organization with responsibility for US and international datacenters and applications in addition to the Information Technology Operations systems throughout North America, Latin America, EMEA and Asia Pacific. Since arriving at Ingram Micro he aligned the operational metrics and processes to reduce service outages by more than 50% and budget by 10% year over year. Additionally he is responsible for the application and application development teams supporting many of the cores systems. Sean started the CSR (corporate Social Responsibility) office and leads the "Green" initiatives introducing the environmentally friendly business practices as well as new product development in support of Green Technology and services.**

**Previous to Ingram Micro he served as the Director of Information Technology for WellPoint Health Networks, Inc., the nation's largest healthcare company. He presided over the corporation's telecommunications infrastructure encompassing PCs, servers, data and voice infrastructure, PBX, engineering capacity planning, and e-mail systems. Leveraging his technical and business acumen, he delivered multi-million dollar savings, created a vision for all telecommunication call centers, implemented a suite of CTI applications to standardize the contact center interaction and process across 80 disparate call centers.**

**Prior to joining WellPoint Health Networks, he was recruited as President of S2 Networking, a start-up consulting firm providing systems integrations, project management, and consulting services. Highlights of his tenure included providing consulting services Internet Studios to launch the ReporterTV.com brand, building a \$600,000 network operations center, and leading a \$5 million Y2K project for WellPoint Health Networks.**

**Earlier, Sean joined New Horizons as a Technical Instructor and designed courses that were integrated into the MSCE program. He provided technical instruction for MSCE and CNE certification programs. Earlier career engagements include Vice President of Telecommunications for Christopher Construction and Director of Distribution for American Products.**

**Sean Barker offers a wealth of experience in multiple business areas including project management, application development, engineering / architecture, site support, voice and data technology, outsourcing, out-tasking, governance, system deployments and consolidations, business continuity planning, release methodology, system standardization, integration, and much more.**

**Sean is a valued asset to teams, projects, organizations, and has earned a reputation for delivering impressive results, resolving complex technical problems, in addition to driving organization and technical changes. In addition to his substantial information technology experience Sean also has received a Bachelor's degree in Business along with an MBA from American Intercontinental University.**

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**SEAN C. BARKER**  
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Executive Vice President with a wealth of experience in energy, energy services, energy distribution and supply, application development, infrastructure services, process improvement, operations and transformational leadership. Extensive success in oversight of outsourcing, outsourced vendor relationships, offshoring, project management, cost saving initiatives, and team building/staff development. A proven track record of implementations, transformations, and leadership that achieve or exceed the expected return on investment and improve business processes.

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### ***PROFESSIONAL EXPERIENCE***

#### **One Energy LLC. Cheyenne WY.**

**2010 – Current**

##### President

Recruited to head up an energy consulting firm that enables customers to take advantage of the deregulated energy market by choosing their supplier. Responsible for the daily operations of the company including: finance, sales information technology, Human Capital Management, facilities, strategy and leadership development.

- Oversaw the creating of the company from 0 – 500+ clients
- Structured balance sheet and P&L for greater than 100% ROI.
- Managed the delivery of websites for customer information and acquisition.
- Developed and implemented a structure of corporate governance and compliance to ensure profitability and accountability.
- Partnered with suppliers in key markets leveraging their scale and experience in energy supply and delivery to find the best opportunities for the customer savings and acquisition compensation.

#### **OMADAS / Boardwalk Entertainment Group. West Hollywood, CA.**

**2010 – 2011**

##### Chief Operating Officer

Recruited to head up a multi-national entertainment company with divisions in television, film, music and technology. Responsible for the daily operations of the company including: finance, information technology, Human Capital Management, facilities, strategy and leadership development.

- Oversaw the expansion of the company's divisions by more than 25% in 18 months
- Structured balance sheet and P&L for greater than 100% return.
- Managed the delivery to market of 2 mobile applications and 4 web based application from inception to completion all within 18 months
- Developed and implemented a structure of corporate governance to ensure profitability and accountability in each division.
- Offshored application development delivering a 75% savings.
- Partnered with suppliers in key verticals leveraging their scale and experience while reducing the complexity of Boardwalk operations.

**Ingram Micro Inc. Santa Ana, CA****2005 – 2010**Vice President Global Information Technology Operations

Joined the world's largest broad line distributor with 35B in revenue to lead a multinational IT organization with responsibility for Global Information Technology operations and customer support solutions supporting: Europe, Asia, Latin America and North America. The responsibilities include management of all Information Technology systems, services, engineering / architecture, security, application development, project management, site support, capacity planning, management of both in-sourced and out-sourced functions, across both US and international datacenters.

- Transformed the operational efficiency through ITIL processes; resulting in a reduction of outages in the first year by 56% and 10% year over year.
- Renegotiated multimillion dollar outsourcing agreements; resulting in costs reductions of 11% with a recurring 2.5% year over year reductions while significantly improving the SLA and penalty structure.
- Transformed and reduced the technology foot print resulting in 40% virtualization, application rationalization, re-platforming to Open source, server and storage reductions of 43%
- Reduced the budget run rate and spend by 10% year over year for 4 years.
- Implemented a security architecture and posture to ensure compliance with HIPPA, SOX, PCI and general threat protection.
- Championed the "open source" re-architecture, re-platforming, and implementation of a global warehouse management system; deployed across all North America, Australia, France and China.
- Developed a "Demand Management" system to manage all requests, requirements, resource management, project management and procurement.
- Developed and successfully implemented a new ecommerce strategy for the aggregation of customer entanglement, marketing (cross sell up sell) and stability of the multinational WEB / EDI/ XML applications.
- Consolidated the disparate IT organizations throughout the world into a single cohesive global structure with common metrics, measures, values and goals.
- Implemented a work from home strategy that resulted in an 80% reduction of necessary real estate, significant increase in employee satisfaction, 21% productivity increase and substantial reduction in Carbon footprint for the company.
- Began the CSR (Corporate Social Responsibility) office and lead "Green" initiatives introducing the environmentally friendly business practices as well as new product development in support of Green technology and services

**WELLPOINT HEALTHCARE NETWORKS, INC. - Thousand Oaks, CA****2001 to 2005**Director Information TechnologyDirector InfrastructureDirector TelecommunicationsDirector Outsourced Services

Joined nation's largest healthcare company with \$45 billion in revenue, to head infrastructure services encompassing insourced and outsourced labor, projects and systems. The responsibilities included oversight of application development, datacenters, servers, mainframes, storage, desktops, data and voice infrastructure, PBXs, engineering capacity planning, and e-mail systems. Key functions included: management of \$100 million outsourced relationship, 8 datacenters, 100 employee facilities nationwide, project management, managing business relationships between IT infrastructure and cross functional business units, overseeing entry process for the infrastructure, supporting 40,000 end-users, leading

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mainframes, open systems, storage, disaster and business continuity planning, and data integrity and security. Organizational responsibility for engineering, project management, application development, technical services, business relationship management, site support and data center operations.

- Responsible for the implementation of \$42 million customer service telephony standardization project focusing on the consolidation of Blue Cross/Blue Shield Georgia, Blue Cross/Blue Shield Wisconsin, UNICARE to a single (IVR) Interactive Voice Response systems, speech recognition, text to speech, and the development of a common front end interface for customer service agents to support the healthcare business.
- Established and drove the M&A consolidation of all IT related services for Blue Cross of California, Blue Cross/Blue Shield Missouri, Blue Cross/Blue Shield Georgia, Blue Cross/Blue Shield Wisconsin, UNICARE, and HealthLink associated health insurance plan companies.
- Developed, built and implemented Active Directory system earmarked to consolidate 40 domains and directory systems into single system and single directory with shared resources. This structure allowed for an applications consolidation, single sign on and an authoritative directory for 5,000 applications, 40,000 associates, and 45 million customer logons.
- Transformed the thinking and implemented a new vision for all telecommunications call centers to eliminate technology boundaries, creating 4 virtual call centers to support 35,000 agents across North America and Manila.
- Standardized the desktop / server hardware and software platforms to achieve a more uniformed Associate experience and introduced a thin client environment reduce cost; Results: \$5M opex reduction
- Developed the consolidated frontend and SOA (Service oriented Architecture) based applications to consolidate 14 disparate companies call centers and allow them to perform cross functionally.
- Implemented a support organization to educate and assist physicians utilizing wireless technology to write prescriptions; company has provided physicians with \$40 million worth of hardware.

**S2 NETWORKING, INC. – OXNARD CA****1997 to 2001****President Chief Information Officer**

Led start-up consulting firm offering systems integrations, project management, and consulting services to clients including WellPoint, Kinko's, New Horizon's, Mechanical Building Engineering, Internet Studios and Reporter TV. Executive activities included P&L management, finance, revenue generation, sales, marketing, account development, technology integration, staff leadership, and more.

- Directed over \$5 million Y2K project for WellPoint. Directed 5 managers and 35 contract professionals, project managed Y2K issues for desktops, servers, LAN/WAN, and telephone system, and designed, purchased, and installed new servers, routers, and PBX Y2K compliant equipment. Designed and built (NOC) Network Operations Center for WellPoint as well as key components for technology infrastructure Completed project 1 month ahead of schedule.
- Implemented and introduced an Executive Information System designed to gather data using an automated method, creating a web presentation of dynamic information allowing for greater access and tracking of key business and financial indicators for senior management.
- Developed ecommerce solutions for many companies successfully negotiating hosting services and offshore development agreements.
- Developed system support and implementation strategy for Internet based startups.
- Managed projects spanning multiple countries for Internet studios and was responsible for the development of applications to support new products being developed in India, and Russia.

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- Negotiated and managed outsourced hosting Reporter TV was hosted by a Teir1 ISP with multi-vendor relationships for broadcast, Advertising, development

**NEW HORIZONS, INC. – THOUSAND OAKS CA**

**1998 to 2001**

Director Training

Charged with training and designing curriculum subsequently integrated into MSCE track, provided technical instruction for MSCE and CNE certification program encompassing Networking Essentials, NT Server Administration, NT Server Core Technologies, TCP/IP, and NT Server in the Enterprise.

- Generated increased revenue of no less than \$150K annually by leading IT certification classes and curriculum never previously offered.

**CHRISTOPHER CONSTRUCTION, INC. – TARZANA CA**

**1991 to 1997**

Vice President Management Information systems

Director Systems

Oversight provided for all aspects of MIS, supported 3,000 workstations and 100 Intel servers, and managed 10 Help Desk, PC Support, Engineering, Voice and Data professionals. Managed \$2 million budget.

- Lowered support costs, reduced end-user issues, facilitated remote maintenance capabilities, and improved repair response time by standardizing hardware and software across all PCs.
- Increased business 5% by creating Internet presence and tapping into thriving e-commerce industry.
- Managed projects exceeding \$500,000 and negotiated cost effective contracts with vendors and contractors.
- Led over 25 modernizations, voice integration, billing, and technology leveraging projects; 100% of projects were delivered on time and under budget.
- Initiated training programs with monetary incentives to strengthen knowledge of technical staff.

**AMERICAN PRODUCTS, INC. – MOORPARK CA**

**1988 to 1991**

Director of Distribution

Responsible for leading the distribution arm of manufacturing; key activities included managing Just-In-time order and inventory processing system for \$30 million company, budget negotiations, order depletion, operational efficiencies, and directing staff of 15 to 20.

- Leveraged technology to improve equipment purchasing processes nearly doubling accuracy rate of orders from 50% to 90%; increased fill rate from 75% to 95%; cut shipping and freight costs over \$1 million.
- Vendor expense reduced by \$1 million through renegotiation and increased vendor management to realize distribution savings of 33%.

***EDUCATION***

**American Intercontinental University**

Bachelor's Degree in Business Administration

**American Intercontinental University**

Masters in Business Administration (MBA)

***ADDITIONAL PROFESSIONAL INFORMATION & CONTACT***

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Websites

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[www.seanbarker.com](http://www.seanbarker.com)

Published works

Computer World -[How to make Outsourcing work](#)

CNBC/ BT - [Interview on collaboration](#)