

Chuck Mortimore

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Profile

Experienced Internet professional, versed in all aspects of delivering large-scale SaaS / middleware based platforms and services. Diverse experience from roles at startups to established players, including Rearden Commerce, Sxip, Sun, AOL, and Netscape.

Experience

Rearden Commerce: Director of Platform Services (3/2006 - Present)

Responsible for the Rearden Commerce application platform, a large SaaS travel and services booking service.

- o Managed growth of the Rearden platform from 10 to 5000+ corporate customers, 250K to 2.2M contracted users, 120K to 2.7M annual transactions, and 500K to 1B in managed spend.
- o Managed team covering strategy and requirements for Identity, provisioning, authentication, admin consoles, web service APIs, developer frameworks, widgets, analytics, notifications, calendaring, security, and partner integration.
- o Drove integration and relationships with key channel partners, including American Express, and Chase
- o Reduced customer on-boarding time from 3 days to 3 minutes, allowing critical scaling during rapid growth
- o Go-to resource for strategic customer, analyst, press, and executive briefings

OpenInfoCard: Open Source Project Creator and Steward (Present)

Developed the first Open Source software stack for interop with Microsoft CardSpace. Project was instrumental in the evolution of user-centric identity protocols, and commercial understanding / adoption of Information Cards.

<http://code.google.com/p/openinfocard/>

Sxip Identity Corporation: Vice President of Product and Architecture (6/2005 – 2/2006)

Responsible for Sxip Access product line, an appliance based Identity Management stack targeting SaaS applications. Duties included a combination of product strategy, roadmap, architecture, implementation and business development. Product line was successfully sold to Ping Identity

- o Drove all aspects of SDLC, market opportunity, and industry analysis; authored requirements, architecture, white-papers, documentation, and integration guides.
- o Managed strategic relationship with Salesforce.com; diversified channel strategy from single ASP to include multiple ASPs and protocols.
- o Designed and implemented Sxip's next generation provisioning engine – a plug-able schema management and protocol adapter framework for connecting to a wide array of identity repositories and web services.
- o Helped design SXIP 2.0 (a predecessor to the OpenID 2.0 protocol) and added support to Firefox

Blue Titan Software: Director of Product Management (9/2004 – 6/2005)

Responsible for product definition, and go-to-market strategy on for entire product offering. Based upon the Network Director product line, the company was successfully sold to SOA Software.

- o Team delivered market leading product in 5 months, while simultaneously re-building the engineering, QA, and support teams in parallel.
- o Defined product features, roadmap, market positioning, and future governance and registry strategies.
- o Terminated engineering projects that were not focused on organizational core-competencies.
- o Responsible for executive/analyst/press/vc/strategic customer briefings
- o Developed and delivered training and demo material for Sales and SE organization.
- o Augmented engineering by implementing a WS-ReliableMessaging test suite, RSS support, audit logging, and an enhanced cryptographic trust model.

Sun Microsystems: Sr. Product Manager, Staff Engineer (8/2000 – 9/2004)

Held a variety of positions spanning all facets of Sun's Identity Management business. For two years I held a product engineering/architect role working on Sun's Access Management product. Previously I served as a Sr. Product Manager and helped build Sun's Deployment Engineering team.

- o Highly influential in product engineering, performance and benchmarking, architectural definition, product requirements, marketing/strategy, sales, and field enablement for Sun's Access Management, Federation, Directory, Meta-directory, Provisioning and PKI products.
- o Executive briefings, Analyst briefings, and Public Relations tours. Development and instruction of training for global SE, and consulting organizations. Competitive analysis, and definition/implementation of competitive engineering strategies. Development of documentation, white papers, marketing collateral, and demos
- o On-site architecture, consulting, deployment, POC, sales and support of Identity Management solutions for Sun's largest strategic customers.
- o Presentation and Speaking engagements for audiences of up to 500+. Speaking at numerous events including RSA, Java ONE, and keynote /breakout sessions at internal Sun conferences.
- o Instrumental in \$10M+ revenue. Recognized with both engineering and sales awards.

America Online: Contractor (4/2000 – 8/2000)

Developed live product demonstration and corresponding collateral for Netscape Identity Management products in support of Burton Group Catalyst Conference. Coordinated on-site technical activity and demonstrations.

e-MD.net: Architect (1/2000 – 4/2000) Company ceased operations in April 2000

Strategy/design/implementation for consumer facing medical portal - technical architecture, information design, and user experience.

- o Designed LDAP based authentication/authorization framework for support of community and family affinity relationships.
- o Designed XML object marshaling and web services client for calendar services.
- o J2EE site architecture and development

Netscape Communications: Systems Engineer, Directory Infrastructure (8/1998 - 1/2000)

Responsible for development and execution of technical strategies for the sale and support of Netscape software solutions to Midwest area, Fortune 500 customers

- o Top revenue producing SE for North-Central Region: Quarters 3 and 4, 1999
- o Development of Inter/Intra/Extranet authentication, single-sign-on, and PKI architectures
- o Customer site installation, and customization of Netscape Identity Management infrastructure products

TDSNET: Internet Software Developer (8/1997- 8/1998)

- o Technical Lead for transitioning of all company revenue streams to e-commerce and online CRM
- o Design and Implementation of dial-up auto registration software, and online account creation and maintenance
- o Web-enablement of real-time IP billing system
- o Design, implementation, and management of all external web sites (1,000,000 hits/month)
- o Developed e-mail account software, personal web hosting architectures, and custom browser distributions.

University Publications: Lead Web Developer (1996-97)

- o Management of large scale projects; Web design, implementation and consultation
- o Design and initial implementation of national alumni site; Nominated for CAST award

Merge Technologies: Contractor (1995-96)

- o Product documentation for medical networking modality translators
- o Web site design, implementation, and maintenance Graphic design, font design, technical illustration, and multimedia production

TheOddBit.com: Owner (Present)

Developed and marketed successful iPhone application currently available in iTunes <http://theoddbit.com/>

DocWrite.com: Partner (Present)

Developed AWS based cloud infrastructure for iPhone dictation / transcription system. <http://docwrite.com>

Education

Masters of Information Technology
Northwestern University , McCormick School of Engineering

Bachelor of Arts
University of Wisconsin-Madison

Foreign Studies: University of Oslo, 1996. Bomlo Vidergaande Skole, 1993.