



C O N S U L T I N G

5209 Jeffersonton Rd
Jefferson, VA 22724
(540) 937-9970
jm@imergeconsult.com



Jim Minihan

Overview

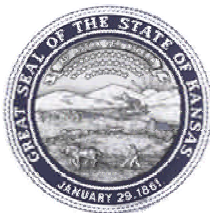
As a pioneer of workflow and process management, Mr. Minihan is an acknowledged expert on the automation of service sector enterprises and their processes. He is a frequent author and instructor for advanced management practices, and technology evaluation, acquisition and implementation strategies. He consults to the end user communities in both the government and private sector where his work is focused on high-level system design, system procurement and implementation. He has played a significant role in the State of Kansas where he has consulted to the state's Chief Information Architect. He provides ongoing advice to the state Information Technology Advisory Board (ITAB) subcommittee on Workflow and Document Management. Working with the Information Network of Kansas (INK) statewide committee for Digital Signature Legislation, he participated in writing the states landmark digital signature and electronic transactions legislation passed in the 2000 legislative session.

In addition, he spends a percentage of his time consulting to product vendors regarding product strategy, enhancement, pricing and market evaluation.

Significant Projects

Mr. Minihan has played a significant role in a number of projects during his career. The following is an incomplete listing with a brief description of what the project accomplished. Additional details on these are available.

Kansas Secretary of State



For the Kansas Secretary of State, he completed an agency wide operations and strategic analysis to make recommendations on process enhancements with and without technology. The result of the review included technical recommendations that included document management (with imaging); Web based form submittal to a KSOS E-Portal, modifications to the submittal format for lobbyist expense reports and replacement of the Corporations and UCC computer systems. All recommendations were accepted and KSOS retained IMERGE to continue on with development of RFP materials, to conduct the procurement and evaluate responses. Following contract award, he has been retained by the Secretary to provide Project Management oversight while at the same time designing a new environment for Internet access to KSOS functions.

ENRON

For ENRON, a major energy commodity brokerage, he defined the system architecture for a new business unit, which will operate in the recently deregulated electric utility industry. This system will provide ENRON an early lead in obtaining market share in this new industry. He was also delegated

document management and workflow strategy, with associated business process and management restructuring. He also provides system cost-benefit analysis, system requirements and acquisition planning, RFP development, and response evaluation. In addition to his broad end user experience, he has also provided product planning and strategic marketing advice to a variety of vendors including AT&T, Recognition International, SunGard, GTE, USI, Xerox and others.

Intelus Inc. (now SunGard) Rockville, MD (1983 - 1994)

Senior Vice President

As one of the founding members of the firm, Mr. Minihan provided technology, planning, and marketing expertise for process management and image based projects. He Identified and developed industry targets for Intelus's emerging workflow and image products. He developed a marketing strategy that included positioning the company as a product based systems integrator, and helped develop initial sales and marketing programs.

He conceived of and led the initiative to improve information transfer in the Mortgage Banking industry. As part of this effort he authored the industries bar-code standard that identifies industry documents and participants in machine-readable form. While this effort began before the popularity of imaging technology it is now considered an essential element of the proliferation of the technology in the industry. While with Intelus, Mr. Minihan was responsible for a number of major design and implementation projects in a variety of industries.

- In government he implemented imaging systems for the Secretary of the Air Force, to manage correspondence including that which came from the executive and legislative branches.
- Document management and workflow systems for a variety of Police agencies.
- Several major banks including Northern Trust, First Interstate, First Security, and Omnibank have installed large-scale image and workflow systems with thousands of seats. A project for Western Bank transferred all paper-based mortgage lending process (from loan origination to servicing) to a text and image based environment.
- A large scale imaging and work management system for AMWAY Corporation

While with Intelus, he introduced new process management concepts to the healthcare industry that radically changed how medical records are managed in major hospitals. These concepts, embodied within the companies ChartFlo product have resulted in the product becoming the preferred medical records management system for hundreds of the largest hospitals in North America. In virtually every hospital in which it has been installed, it has played a major role in accelerating cash flows and annually saving hundreds of thousand to millions of dollars.

Control Data Corporation Rockville ME 1977 – 1983

District Manager

During his tenure at this company Mr. Minihan was responsible for a variety of projects involving just about every branch of government. His background with imaging technology began in the early 1980's with projects at the Naval Research Lab that involved military satellite imagery.

During the same period he was also involved with the NASA LandSat Earth Imaging project. Working with several commercial enterprises along with NASA, put together a means to distribute satellite images from NASA's and NOAA's GOES weather satellites to commercial weather forecasting services.

Other projects included imaging for the Defense Mapping Agency, early use of super computer resources to DARPA and the Arms Control and Disarmament Agency, and advanced computer based finite element analysis of traditional and composite materials for the Naval Sea Systems Command.

It was while with CDC that Mr. Minihan first began working with software-based process management. The first experiences were in manufacturing environments such as the Naval Ordnance Station in Indian Head Maryland and NASA's shuttle program. Later variations of the software were used for the first time in service sector work management.

Professional Associations

AIIM
Mortgage Bankers Association
International Association Of Chiefs of Police
ARMA
AHIMA

Publications and Seminars

Industry Bar Code Standard for Mortgage Banking
Mortgage Bankers Association
Electronic Imaging Request for Proposal (RFP) Guidelines
Association for Information and Image Management
Components of a Successful Imaging System/The Virtual Medical Record
The Medical Records Institute
Reprinted Journal of the American Medical Records Association
Selecting and Implementing an Image and Text Based Medical Record System
Health Information Management Association
Document Process Management in Life Policy Processing
Life Office Management Association
Unix Servers for Process Management Applications
Unix Solutions Technical Conference
Bar Code Based Document Management
American Records Management Association
Advantages of Document Process Control
Mortgage Bankers Association Technology Conference
A number of featured articles for *Imaging Business* and *Imaging World* Magazines

Education

Bachelor of Arts, Psychology, Biology, State University of New York at Stony Brook