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Donald G. Post

Overview

IMERGE Consulting Partner & Owner Don Post has more than 30 years' industry experience as a consultant and executive, with a focus during the past 15+ years on business process management, electronic document and records management, long-term preservation, workflow and imaging. He uses his skills to enable maximum effectiveness and productivity in organizations, linking document systems and technologies with business processes, office automation and enterprise systems.

Before joining IMERGE as a Principal in early 1999, he was Senior Manager of Xerox XPS Consulting Practice, and a Senior Consultant with A.T. Kearney Management Consultants.

Mr. Post leads IMERGE's training practice, which he initiated in 2005 for the AIIM Electronic Records Management (ERM) certificate program, TAWPI ICP and CDIA+.

Areas of specific expertise include requirements analysis, cost/benefit analysis for ROI determination, technology/vendor evaluation, project management, implementation, and quality assurance. He is experienced in the delivery of full life cycle consulting and implementation services.

He focuses on on industry education, enterprise infrastructure, technologies and policies for assuring excellence in information management. He is a member and past speaker of ARMA and AIIM; member and professional development committee of NAGARA; and member of Society of American Archivists (SAA).

He was AIIM2005 Conference Chair (program committee 2002-2005), and TAWPI 2006 Conference Chair (program committee 2003-2006). Recognitions include Certified Document Imaging Architech (CDIA+) and TAWPI Information Capture Professional (ICP) certifications; and AIIM ERMp and ECMp certificates.

Mr. Post is active in AIIM standards committees for digital archiving, IEEE Mass Storage Systems & Technology Initiatives (MSSTC2010) and the Long Term Preservation Working Group of the Storage Network Industry Association (SNIA.org). He is collaborating with Dr. Charles Dollar in jointly providing client consulting services for long-term digital preservation assessment, strategies, planning and procurement.

Significant Projects

Mr. Post has played a leading role in a number of projects during his career with IMERGE, Xerox and other firms. The following is a partial listing with a brief description of some key projects. Additional details are available.



IMERGE conducted a comprehensive study and report with recommendations on available options for an enterprise solution for electronic document management. The study included 24 departments. The key deliverable: an opportunity assessment/analysis; an overview of market trends and available technology; and recommendations for next steps for acquisition and implementation.



The City of Toronto retained IMERGE for three projects since 2006. The first was to develop an electronic records strategic plan. Mr. Post was part of a team that reviewed compliance issues, detailed the alignment of the plan with other related initiatives (e.g., document management pilot projects), and reviewed the impact of the electronic records strategic plan on legacy systems. The major deliverables: the electronic records management strategic plan, and the related workshops to finalize this.

The second project was in March, 2008 when the City retained IMERGE to assemble highly qualified and respected individuals in the field of electronic records management with specialization in business classification models to deliver a functional classification to cross all 40 City divisions. The City's "eCity Vision" requires moving to the desired state of ERM readiness to deliver their services efficiently and productively and enable electronic access to its citizens and local government 24/7. This requires the City to classify each record from the time it is captured and effectively manage that record from inception to disposition. IMERGE's development of business classification was based on best practices for development of a functional classification as per international standards and DIRKS methodology, and adapted to fit into the practical scheme of today's government practices.

The third project began in early 2010 and focused on developing a long-term digital preservation strategy.



Mr. Post completed a Strategic assessment of INTRIA Items/CIBC Bank Needs Analysis and Requirements Definition for imaging, ERM/COLD, document management and workflow in the enterprise. During this 2000 to 2001 project, IMERGE (Don Post) and Prinova (Bill Broddy) provided these consulting services and facilitated internal consensus on requirements. An RFP was issued based on these requirements, and IMERGE-Prinova facilitated the vendor bidding process and evaluation of proposals. The CIBC client team decided on a combination of FileNet and IBM.



Kraft Foods
Mallinkrodt
Centel
GATX

As a Senior Consultant with A.T. Kearney Management Consultants, Mr. Post was responsible for engagement management in a broad range of assignments. Recommended improvements in strategic and annual planning processes used by a multi-billion dollar food company, while reducing administrative costs to save more than \$20 million annually. Completed marketing and distribution strategy studies for clients in both consumer electronics and telecommunications. Recommended reorganization and operations improvement at a Fortune 500 chemical plant, as part of a major business process improvement engagement. Designed a computer systems

network strategy for a large telephone utility company.

**Professional
Experience**

IMERGE Consulting Chicago, IL 3/99 +

Partner & Owner

Mr. Post joined IMERGE in early 1999. In the Spring of 2001, Mr. Post was selected by the Board of Directors to serve as General Manager and become a Partner. Since joining, he has participated in a number of projects in health insurance, government and general business where he has used his knowledge of the EDMS market and business process redesign in improving client operations. See above for description of engagements.

XEROX Professional Services Chicago, IL 2/97 to 3/99

Senior Manager

Independent consulting & integration practice focused on electronic document technology and knowledge management digital on-demand printing and workflow. Responsible for business development and engagement management, as an integrator of Documentum, FileNet and other solutions.

Digital Document Solutions, Inc. Dayton, OH 12/94 to 2/97

President and Founder

Mr. Post provided innovative consulting and integrated product solutions for imaging, workflow and electronic document management. DDSI has been a business partner for FileNet, Microsoft, IBM, and Adobe as a value-added reseller and consultant in imaging, workflow and electronic document management.

A.T. Kearney Management Consultants Chicago, IL 1978 - 81

Senior Consultant

Mr. Post was responsible for engagement management in a broad range of assignments. Completed business strategy studies for clients in consumer electronics and telecommunications. Recommended major operations and business process improvements for Fortune 500 food processing and chemical clients. Designed a computer systems network strategy for a large telephone utility company.

Emerson Electric (Copeland Corporation) 1986 - 95

Marketing Manager; Senior Product Manager

Pacific Scientific 1984 - 86

Vice President of Sales and Marketing

General Electric 1981 - 84

Manager, Strategic Planning; Director, Materials

**Awards and
Certifications**

Mr. Post was recognized as one of the first 28 Certified Document Imaging Architects (CDIA) in the US, received AIIM's MIT Laureate (Master of Information Technology), and served in leadership roles in AIIM in Ohio and Illinois. He has been certified by TAWPI as an Imaging Capture Professional. Approved by AIIM to teach its ERM Certificate workshops, he also earned AIIM's ERMp and ERMs certificates.

Publications

White papers and published presentations on document management; frequent contributor of articles to industry publications.

Seminars

Mr. Post produced and was the keynote speaker at the 2010 Midwest SharePoint Conference. This conference had hundreds of attendees, and featured three tracks and 14 presentations by SharePoint experts from across the US. In 2009 Mr. Post gave the keynote at the Salt Lake City AIIM/ARMA SharePoint Conference.

Mr. Post spoke at the AIIM 2000 Conference and has been a regular speaker and session chair for the Kalthoff Conference. In addition, he co-taught one-day workshops on document management and GIS for the URISA, AIIM Chapters and several clients. These seminars covered technology and applications to bring attendees current with imaging, document management, workflow, internet, forms processing and other technologies.

He organized and presented workshop for AIIM Chicago, including a half-day session on "Requirements Definition and RFP Development". He was AIIM's Chair for the Knowledge Management Expo/Empower98 Conference in 1998, and was a presenter at the Documentum Fall 1999 User/Partner Conference on "ISO9001 Quality Systems".

As a speaker and session chair at Kalthoff Conferences he presented these topics: "Improving the Effectiveness of Workflow", "WEB Access to Legacy Data", "Document Conversion", and "Search Technologies for Documents, Data and Drawings". He has also been a speaker for an XPLORE conference session on "Merging the Data Center and Print Shop".

Over the years he has been a featured speaker or panelist at several chapter meetings of AIIM and ARMA chapters across the US.

Professional Associations

Throughout his career, Mr. Post has been active in a number of professional organizations. Currently Mr. Post is a Board member of AIIM Chicago. He is a member of IEEE (the world's leading professional association for the advancement of technology), working on Mass Storage Systems & Technology Initiative (MSSTC2010). He is active in AIIM standards committees for digital archiving, and in the SNIA.org (Storage Networking Industry Association) working group for long-term storage standards.

Education

Mr. Post has a BS in Electrical Engineering from Purdue, and a Master of Business Administration degree.