

Biographical Briefing

John (Ray)mond Moore

Ray Moore has over 25 years experience in the computer industry. For the past 2 years Ray has been designing and building the infrastructure of Labawt, Inc., a computer contracting company; specializing in a remote IT workforce that brings the top talent to a project not just the contractors who live close by. Ray's primary role within Labawt has been managing the R&D teams in building a world class website and assembling the team to implement the business plan that will overtake Robert Half International in the business services sector.

Over the past 20 years Ray has produced a track record of building and rebuilding organizations:

- Ray began his first company at 23, Micro Concepts, which grew from a \$600 investment to over \$2M in sales.
- At PowerCerv, he took over the southeastern consulting practice and improved profitability from 9% to 51% in less than one year.
- Ray was the top Sr. Systems Engineer in the world at Mercury Interactive by doubling the sales of all other teams *combined*; taking Topaz, a new application monitoring tool, from inception to sales of over \$6M in 18 months.
- Ray was a computer contractor for eight years, 5 of those remotely. At one contract, he monitored all the websites in the world for Bank of America from his home office.

During his time at Mercury Interactive, Ray facilitated the tasks to demonstrate software, install products, and create solutions for large US corporations including Blue Cross Blue Shield, IBM, Delta, Bank of America, Equifax, FedEx and BellSouth. Software demonstrations were performed for groups of up to 300 people. Ray also pioneered the use of WebEx for sales presentations that saved more than \$3,000 per sale and allowed for 3-4 demos per day.

At various times, Ray has gained security clearances in order to work at Government entities like the IRS and US Customs as well as multiple bank installations of hardware to control ATMs.

Ray designed and implemented the Software Training classes at Savannah Technical College and has trained over 5,000 students in multiple hardware and software classes. Ray has created databases and complete software applications for GAF Building Materials, Roger Wood Foods, Metro Drug Squad and Savannah Foods and for companies in multiple vertical markets. The first job for Ray was at a stock brokerage company, while he was still in school. On accepting the job to start on Monday, Ray had to learn MS DOS, which he did over the weekend.

Ray was also the #2 Math student in the state of Georgia and teaches through Math Backwards on Youtube.