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Aristotle T. Lekacos

Experience

I am currently Director of Educational Technology at Stony Brook University in the College of Business and Director of the Information Systems Management certificate at Stony Brook University in the School of Professional Development. I founded and managed for 20 plus years Trac Line Software a company that developed enterprise wide business systems for Retailers, Wholesalers and Manufacturers. I guided the firm into a Multinational Corporation expanding the scope and breath of the product line. During that period we also provided consulting services to many Fortune 100 corporations including IBM, JC Penny, AT&T, EDS, Sunbeam, Radio Shack, Honeywell, Hammacher Schlemmer and Xerox. Prior to founding my company I worked at Grumman Aerospace Corporation in Advanced Systems and Business Proposals. I recently published a book titled "Communicating in a Digital World" which includes online multimedia and am now working on a number of other 'books' related to business.

2001–Present   SUNY Stony Brook   Stony Brook, NY

Professor, Director of Educational Technology for the College of Business, Director - Information Systems Management (School of Professional Development)

- Member TLT advisory board
- Faculty seminars on blended technology
- Designed and Directs the Flex-MBA program
- Chair of the Community Outreach Committee
- Distance component of MSTM Korean Program
- Chair curriculum committee graduate courses
- MBA Recruitment
- Advisor Entrepreneurs Club
- Member COB accreditation committee
- Applied for and received various technology grants
- COB Data Analysis and interpretation
- Simulation Modeling projects
- Excel and Access Business Training Tools
- Online Training Tools (Data Analysis, Pivot Tables ...)
- College of Business Web site
- College of Business MIS including database
- Online Course Infrastructure and components
- Guest on various SB TV shows
- Executive Seminar CA Inc.
- Seminar for Executive MBA's from Ghana
- Developing an Internship tracking program
- PMI review program for MBA's interested in certification
- Simulated a business transaction network for students
- Directing Business Community Development Projects
- Developing a small business assistance program for MBA's
- Delivered numerous symposiums on distance tech. for TLT
- Presented numerous seminars on digital communications
- Evaluated & recommended Online conference systems for the university

- Design and manage virtual meeting rooms for COB & SB
- Directed TV production of COB events and promotions
- Participate in the COB advisory board meetings
- Chaired search committee to select the learning architect for the new Faculty Center plus other committees
- Attend business events promoting the MBA program
- Former Graduate Program Director – MBA programs
- Developed, planned and implemented an Undergraduate and Graduate summer Study Abroad in Greece program
- Graduate Level Courses
  - *Management Information Systems*
  - *Database (designed)*
  - *Technology Management and Innovation*
  - *Entrepreneurship*
  - *Project Management (designed)*
  - *Operations Management*
  - *Accounting Information System (designed)*
  - *Marketing Information System (designed)*
  - *Business Planning*
  - *International Business*
  - *Digital Communications in Business (designed)*
  - *Business Simulation Modeling (designed)*
  - *Consulting – project course (designing)*

2001–Present
Consulting Services

- Business Process Management (Including SOX)
- Accounting Information Systems
- Knowledge Crafting Seminars
- Digital content creation and distribution policies
- Balanced Scorecard initiatives
- COBOL Business Systems (Retail, Distribution & Service industries)
- Presentations to various national organizations

- Distance communication systems
- Replenishment Modeling methods
- Online Business Systems
- Strategic Policy Advisement
- Online Collaboration System
- Executive Business Seminar (Strategy)
- Member Round Table Group

2003–Present
Author

- Communicating in a Digital World (Whitehall Press, 2010)
- Flash and other multimedia information files on various business topics and operations
- Lecture Slides for various textbooks (Wiley, McGraw-Hill, …)
- PowerPoint Slides for Microsoft's Access and PowerPoint software (*NSPA*)
- PowerPoint Slides on the business benefits of Pervasive Computing (*NESPA*)
- Business Process Management (BPM) This includes an Enterprise wide business software package
- Online Animated Training Tools (Pivot Tables, Data Analysis, Neural Networks, etc.)
- "The Knowledge Chain" a seamless knowledge crafting methodology
- "T-P" Target-Path business strategy planning methodology
- Conceptualized the Unified Model Purview of Business
- Book - Work In Process Projects
    - Business points that guide you towards great management and entrepreneurial adventures
    - Giving and preparing great presentations
    - The Virtual Consortium – an innovative 'eText'
- Textbook Reviewer
    - Small Business 20/20: Entrepreneurs and Their Firms (Katz)
    - Information Systems for the Information Age (Haag)
    - Introduction to Object-Oriented Analysis and Design (Schach)

2008–2010 Graduate Program Director for the College of Business Stony Brook University

2003–2007   Information Business Technology, Inc.   Stony Brook, NY
Founder & Advisor

- An innovation firm specializing in business applications delivered over distance via electronic networks
- Transaction Processing Software Requirements to ensure Sarbanes-Oxley Compliance

1998–2001 Retired   Stony Brook, NY

1990–Present Board Member

- Tracline UK

1978–1997   Trac Line Software   Hauppauge, NY

President and Founder

- Actively participated in all areas of the business from audited financials to marketing strategy.
- Business software developer specializing in completely integrated systems from Point-of-Sale through General Ledger.
- Customers included JC Penney's, Hammacher Schlemmer, Radio Shack, Microage, Computerland, etc. There were and may still be over 7,000 installed systems worldwide.
- Gave presentations nationally to small, mid-size and large businesses. Some of the companies included (IBM, Xerox, EDS, Canadian Postal Authority, etc.)
- Company sold (health reasons)

1974–1978   Grumman Aerospace Corp.   Bethpage, NY

Systems Engineer

- Advanced Systems and Business Proposals
- In-house trainer on business and simulation modeling methods
- Spent approximately 9 months making presentations to large technical groups on game theory simulations

1973–1980   New York Institute of Technology   Old Westbury, NY

Adjunct Professor

- Industrial Engineering Department (Various courses)
- Computer Science Department (Cobol, Fortran, Simscript, GPSS)

1971–1974   School of the Holy Child   Old Westbury, NY

Chairman Math Department

- Taught Calculus, Business Math

Education

1974 Polytechnic Institute of New York

- M.S., Operations Research – Management Science

Interests

- Computers
- Science fiction
- Simulation gaming

General Information

- DOB: 02/13/48 – Brooklyn, NY
- Marital Status: Married
- Physical Condition: Great because of the assistance of some Stony Brook cardiologists and surgeons a few years ago.
- Awards: Numerous Who' Who's, various business groups, Teacher of the Year, etc.
- Professional Organizations
  - Project Management Institute
  - American Marketing Association
- Articles Published: Numerous computer and business system related publications
- Knowledge of IPO's, Financial Statements, Business Flows, procedures and processes

- Knowledge of inter-system communications (EDI, XML, …)
- Understanding of technical components (Hardware, software, operating systems)
- Computer & Markup languages (Cobol, Visual Basic, HTML, ASP, Coldfusion, …)
- Simulation Languages (Simscript II.5, GPSS, Arena)
- Designed a number of web sites (Informational, Service and Commerce)
- Experience with Blackboard, Adobe Connect, Centra and other Video Conferencing tools