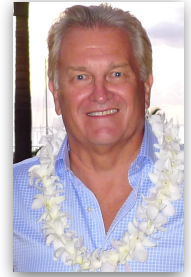


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## ROBERT L. BERGHELL



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**Honolulu, HI**

### OVERVIEW

Mr. Berghell has over 30 years of industry experience as a consultant, systems integrator and executive, with a focus during the past twenty years on imaging, electronic document management, document capture and web content management technologies. He has demonstrated his skills in implementing and using technology to enable maximum effectiveness and productivity in organizations, by linking document systems and technologies with business processes, office automation and enterprise systems.

He has had a successful multifunctional career serving as president of his own systems integration firm, project manager, management consultant, contracts manager and systems engineer for high technology companies, international contractors, international trading companies and utilities like Berghell Associates, Fluor Corporation, Nissho Iwai American Corporation and Edison International. Before forming Island Technologies in 2002, he was President of Berghell Associates, a systems integrator in the document imaging and web content management fields.

Mr. Berghell clearly defines business requirements and identifies appropriate technologies and products that can yield maximum benefits. This results from a solid understanding of diverse EDMS (electronic document management systems) and other information technologies, including networking, web content management, document management, full text retrieval, and batch capture technologies.

He also has a broad understanding of and experience with business processes and industries, including aerospace, utility, government, biotechnology, legal, pharmaceutical, engineering, international trade, and oil and gas. He has particularly strong expertise in utility, legal and government applications, including web content management, EDMS, document imaging and batch capture systems.

Areas of specific expertise include requirements analysis, cost/benefit analysis for ROI determination, technology/vendor evaluation, project management, implementation and systems integration knowledge. Experienced in the delivery of full life cycle consulting and implementation services.

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### SIGNIFICANT PROJECTS

Mr. Berghell has played a leading role in a number of projects during his career with Island Technologies, Berghell Associates, and other firms. The following is a partial

listing with a brief description of some key projects. Additional details are available as needed.



### **City of Newport Beach**

Conducted a detailed needs analysis and study for a document imaging system for the City of Newport Beach in Newport Beach, CA. Was asked to bid on systems integration contract and won award for a \$650,000 system implementation for the City Clerks, Planning, and Police Departments.

Completed successful integration that provided all City Clerk public documents to internal departments as well as public access using innovative batch capture, storage and retrieval technologies. The public was able to conduct full text search on public documents from kiosks at the City offices and via the web. Over 1 million pages were entered during the first year of operation. Mr. Berghell was the Project Manager for this engagement.

**HUGHES**



### **Hughes Space and Communications (now Boeing)**

Completed a study and integration of two large-scale document imaging systems (\$1 Million+) for divisions of Hughes Space and Communications (now Boeing). Both projects were for government defense agencies and required work in secure environments. A major space program was scanned, indexed, OCR'd and archived with over 1 million pages. Mr. Berghell was the lead project manager and system designer for both projects, one of which won a government award for performance excellence. The project required extensive integration with existing software and systems in place for project management. Custom software was written to optimize batch capture operations.

**AMGEN**

### **Amgen**

Completed requirements analysis and RFP for an EDMS solution for a division of Amgen (a biotechnology firm) for submittals of test data for drug trials to the FDA. Designed and implemented a system that sped up submittals of test data to the FDA and provided immediate return on investment. Benefits in the area of \$1 million per day could be achieved if a new drug could be brought to market early by accelerating submittals and approvals of new drugs.



### **Southern California Edison**

Proposed and installed a document imaging system for the customer service and real estate departments in this multibillion-dollar utility. Southern States Realty (a subsidiary of Southern California Edison) is in charge of over 200,000 square miles of real estate owned by SCE. As project manager for the document imaging system, Mr. Berghell was in charge of configuring and implementing the project. Edison required a system to capture images of real estate documents and provide remote access from other offices to the images with full text search capabilities and storage on optical media. Benefits were quantified to yield a payback of fewer than two years on an investment in imaging, capture and storage technology of \$750,000.



### **City of Manhattan Beach**

Conducted a detailed needs analysis and study for a document imaging system for the City of Manhattan Beach in Manhattan Beach, CA. Won systems integration contract and award for system implementation for the City Clerks Department.

Completed successful integration that allowed the City Clerk to archive public documents going back to the 1920s using innovative batch capture, storage and optical jukebox technology. In addition, full text search and retrieval capability enabled easier location and selection of city information. Mr. Berghell was the Project Manager for this engagement.



### **TRW**

Provided consulting and integration to aerospace firm faced with a costly relocation. To save considerable funds we recommended and installed a system to capture, index and store all content on optical systems. This enabled original documents to be moved offsite saving storage space and costs.



### **City of Glendale**

Conducted study of document imaging for various departments in the City and recommended systems to help them retain and store public documents for the proper retention schedule. Implemented the document imaging system in 9 different departments within the City, with the principal location in the City Clerk's office. Optical disk jukeboxes were configured to provide archival of all vital City records and to provide public access.

### **HENNIGAN, MERCER & BENNETT**

### **Hennigan, Mercer & Bennett**

While with Berghell Associates, Mr. Berghell recommended and managed procurement and project management for scanning equipment, servers, OCR software and hardware, optical storage jukeboxes and software for a variety of companies including a well known law firm (which handled the Orange County Bankruptcy case), large electric utility, local government, oil & gas producers, legal firms, biotech and others.

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## **PROFESSIONAL EXPERIENCE**

### **Island Technologies; Newport Beach, CA & Honolulu, HI – 2002-Present**

#### *Principal*

Mr. Berghell formed Island Technologies in 2002. Since starting, he has participated in a number of projects in government and general business where he has used his knowledge of the EDMS market, web content management and business process redesign in improving client operations. See above for description of engagements.

### **Berghell Associates, LLC; Newport Beach, CA & Manhattan Beach, CA – 1986-2002**

#### *President and Founder*

Mr. Berghell provided innovative consulting and integrated product solutions for imaging, capture and electronic document management. Berghell Associates has been a business partner with Adobe, IBM, IMR (Alchemy), Compaq, Excalibur,

FileNet, HP, Kofax, Kodak, Microsoft, Ricoh, Sony and Watermark as a value-added reseller (VAR) and consultant in imaging, capture, web content management and electronic document management.

**Nissho Iwai American Corporation; Los Angeles, CA – 1983-1986**

*Project Manager*

Mr. Berghell was responsible for energy projects for an international trading company. As Project Manager he bid on and oversaw installation of major co-generation projects for state and local government agencies. He negotiated construction contract claims on four projects that recovered over \$3 million for the company.

**Hill International – 1982-1983**

*Senior Consulting Manager*

**Fluor Corporation – 1980-1982**

*Senior Contracts Manager*

**Southern California Edison (Edison International) – 1975-1980**

*Contracts Manager*

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**AWARDS &  
CERTIFICATIONS**

Mr. Berghell was recognized as one of the first 28 Certified Document Imaging Architects (CDIA) in the US; received AIIM's MIT (Master of Information Technology), LIT-EDIM (Laureate of Information Technology – Electronic Document Information Management), LIT-SI/VAR (Laureate of Information Technology – Systems Integrator/VAR), and LIT-ECM (Laureate of Information Technology in Electronic Content Management). He has received the Top National Reseller award from Excalibur Technologies.

**PUBLICATIONS**

White papers and published presentations on document imaging and management.

**SEMINARS**

Mr. Berghell has been a speaker and session chair at AIIM Conferences and AIIM VAR Conferences. He organized and presented workshops for AIIM VAR Conferences, including a half-day session on “Competitive Realities in the VAR Marketplace”. In addition, he has taught one-day workshops on document management for numerous clients. These seminars covered technology and applications to bring attendees current with imaging, web content and document management, capture, internet, full text retrieval and other technologies.

As a speaker and session chair at FileNet Conferences he presented these topics: “Improving Access to Government Documents”, “High Volume Document Management”, “Document Conversion in City Government”, and “Full Text Search

Technologies for Documents”. He has also been a speaker for an ARMA conference session on “Full Text Search Technologies”.

## EDUCATION

Mr. Berghell has a BS in Engineering (Systems and Electrical) from UCLA and a Masters of Business Administration (Finance and International Business) from USC.