Personal:

Name	:	Edward Harry Koch (Ted)
Title	:	Engineer
Gender	:	Male
Date of Birth	:	September 26th 1970
Nationality	:	Dutch
Marital status	:	Married
Children	:	2
Driver's license	:	Car (International)
Address	:	Beukplein 13
		2565 ZE The Hague
Phone	:	+31 6 333 13 505
E-mail	:	info@tedkoch.nl
Website	:	www.tedkoch.nl

Summary:

Almost two decades experience in the roles of Business Analyst, Solution Architect and Functional Designer (Product Owner) within various sectors and industries like Automotive, Hospitality, Finance, Loyalty, Fulfilment, Charity, Human Resources, Retail & Commerce and Education. Energetic inquisitive self-starter with great analytical skills and the power to design and oversee large complex systems, while still maintaining the so important communicative skills.

Held (interim) positions on senior and executive-level. As partner in various companies experience gained in business strategy, business development, branding, marketing and sales.

Gained enormous experience since 2009 in remotely leading development teams in low-wage countries (India, Ukraine and Romania).

Designed and developed systems for KNMG, BMW Nederland, CHZorg, Famed, Heineken, KPN, TNT Post, Jaarbeurs Utrecht, Regardz, Nationale Hoorstichting, Erasmus MC and many others.

Technologies :

I have knowledge of and experience with different technologies and methodologies, but am not bound to any specific. The specifications of the project determines what technology is used. Either by the best solution for the problem, the technology already in use and known to the developers or a combination of both. I am also an advocate to integrate existing technology where possible.

The following technologies and methodologies have been used in the projects I have done so far (most hands-on): Linux, Microsoft Server, Apache, IIS, MySQL, Oracle, SQL Server, Access, PHP, ASP.NET, Visual Basic, C++, C#, Perl, PL/SQL, Java, JQuery, ExtJS, Zend Framework, Ruby on Rails, Joomla, WordPress, Drupal, SOA, UML, Prince2, RAD, RUP, Prototyping model, SWOT, Agile, Scrum, etcetera.

In the past years widened my cross media knowledge and experience with mobile solutions (iPhone, iPad and Android), Social Media (Facebook apps) and the so important SEO and SEA.

Projects:

- ROAZ Zuidwest Nederland – Erasmus MC (2016)
  ROAZ is the collaboration of emergency responders like the GPs, ambulance services, hospitals, police, et cetera that need to work together during calamities and natural disasters. They needed an app in which the people in the correct position were listed with up-to-date contact information. The app should also work when the internet has broken down and the information must be up-to-date, even if the user has not used the app for a long time.
  Role: Business Analyst, System Architect
  Contribution:
  - Designing the system architecture
  - Wire-framing all screens
  - Design of the database model
  - Detail description of all API's
  - Managing the development and test team

- Commercial System – Nationale Hoorstichting (2015 until 2016)
  The Nationale Hoorstichting runs its operations on donations and grants. They want a stable income that does not depend on donations. This is why they wanted to change their online ear checks into a commercial product.
  The commercial system is designed as a shell around the ear checks guaranteeing the so important privacy of candidates. It contains API's for integrations with clients HR-systems the CRM system of The Nationale Hoorstichting
  www.hoorstichting.nl
  Role: Consultant, Business Analyst, Functional Designer, System Architect
  Contribution:
    - Identifying commercial functions
    - Identifying sales channels
    - Defining processes and workflows
    - Designing the system architecture
    - Wire-framing all screens
    - Design of the database model
    - Detail description of all API's

- Child Tracking System – Malaika Kids International (2015 until now)
  Malaika Kids helps over 180 orphans in Tanzania and is growing. To keep track of the progress of each child individually in education, health and social growth a system was required. Malaika Kids has Interest Groups in the donor countries (United States, United Kingdom and Netherlands), supporting the staff in Tanzania with knowledge and hands-on involvement. These Interest Groups are specialized volunteers, e.g. Interest Group Healthcare exists of several doctors, medical specialists and dentists whom often go to Tanzania to do check-ups of all children.
  The stakeholders who decided over the specification (information, reports and graphs) where the Interest Groups Healthcare, Education, Village Living and the several staff members of Malaika Kids Tanzania.
  malaika-kids.ucodia.com
  Role: Business Analyst, Functional Designer
  Contribution:
    - Defining processes and workflows
    - Wire-framing all screens
    - The design of the database
    - Managing the development team in India

- KPS Sales 2.0 – MS Sales & Consultancy BV (2014 until 2015)
  KPS Sales is an online market place within the flora industry. Version 2.0 is a complete rebuild of the website and back office to support the industries standard as defined by the Floricode foundation. With this new release all processes are fully automated and integrated, making it possible to connect to 3rd party systems to receive supply from growers, provide supply to exporters and retailers and process orders.
  www.kpssales.com
  Role: Consultant, Business Analyst, System Architect (hired by Smart-bis BV)
  Contribution:
    - Advised a new business model revolutionary within the flora industry
    - Defining processes and workflows
    - Wire-framing all screens
    - The design of the database
    - The design of the interfaces with 3rd party software
    - Functional directing the development teams in India
  Data interfaces and 3rd party software integrations:
    - Floricode (CSV)
    - Portal 3.0 (SOAP)
    - KING Software (RESTful)
    - Plant Connect (SOAP)

- Regardz Online – Regardz BV (2012 until 2014)
  Regardz operates a dozen meeting centres in the Netherlands. They have used the economic recession as an opportunity to replace the various internal software systems (Delphi, Fedelio, Micros and Opera) that where not completely in line with their processes by a custom solution. The new solution simplifies and speeds up the processes and created the opportunity for new business. It allows real-time online bookings in their own meeting centres and those of Associated Business Partners. In addition it handles all internal daily processes in the meeting centres and headquarters. Many of the solutions devised for the system are unique to the hospitality industry.
  www.regardz.nl
  Role: Consultant, Business Analyst, Functional Designer
  Contribution:
  - Advise on financial flows
  - Defining processes and workflows (automated and manually)
  - Wire-framing all screens
  - The design of a part of the database architecture
  - The design of the interfaces with 3rd party software
  - Functional directing the development teams in India and Romania
  - Heavily involved in the process of migrating the data from the old systems

  Data interfaces and 3rd party software integrations:
  - AFAS (SOAP)
  - Love My Costumer (RESTful)
  - Mail Chimp (XML-RPC)

- Yoomy Recruitment Solution – Yoomy BV (2010 until now)
  The Yoomy Recruitment Solution contains all otherwise scattered functionality within the world of recruitment in one comprehensive system. Functionality like Job boards (i.e. solliciteren.nl), Multi-posting, Resume database, Applicant Tracking System and an Application System. The system is developed with SMEs in mind and has therefore a pay-per-use business model. It is also white-labelled available for reseller purposes through branch organizations.
  www.yoomy.nl
  Role: Business Analyst, System Architect (as partner and CTO of Yoomy BV)
  Contribution:
  - Devised the business model
  - Defining the processes (automated and manually)
  - Composing requirements specification (SRS)
  - Designing the architecture
  - Designing the interfaces
  - Managing the development teams in India and Ukraine

  Data interfaces and 3rd party software integrations:
  - Sovren CV parser
  - PostFix
  - Solr
  - AltovaXML
  - Mimir (SOAP)
  - Job boards (JSON-RPC)
  - Applicant Tracking Systems (SOAP)

- eVisit – Jaarbeurs Utrecht BV (2009)
  Jaarbeurs Utrecht has the largest indoor event locations in the Netherlands. Event organizers hire these locations for their events. With eVisit they can now also offer a complete system for the registration, gate validation (several levels) and information exchange. The system uses internet, SMS, Voice messages and barcode scanning.
  www.evisit.nl
  Role: Consultant and Software Architect (hired by Amgate BV)
  Contribution:
  - Defining processes (automated and manually)

- Composing requirements specification (SRS)
- Designing the architecture

- Try Now – TNT Post (2009)
  Try Now is the sample service of TNT Post. The service is used by clients in their advertisements on TV, radio and in newspapers and magazines. You see the ad, send an SMS and the sample is delivered the next day at home. It is based on the Pluk Engine II.
  www.trynow.nl
  Role: Consultant and Software Architect (hired by Pluk Company)
  Contribution:
  - Composing requirements specification (SRS)
  - Designing the plug-in

- Message Online – KPN CallFactory (2009)
  Message Online is the communications platform of KPN CallFactory for receiving and sending SMS messages, e-mail, fax and voice messages. It is based on the Pluk Engine II and replaced an existing system. Some 120 clients of KPN CallFactory are using this platform, ig Coca Cola, PSV, Ajax, ABN-AMRO, Interim Justitia, etc.
  www.callfactory.nl
  Role: Consultant and Software Architect (hired by Pluk Company)
  Contribution:
  - Inventory of requirements specifications existing clients
  - Designing plug-ins
  - Managing the migrations

- Engine II – Pluk Company (2009)
  Pluk Company is a joint venture between KPN en BarTrack. Pluk is a service that connects different media with one another. Paper to web, radio to e-mail, television to voice messages, etc, etc. Next to the almost unlimited possibilities, the system also generates hard statistics about conversion.
  www.pluk.nl
  Role: Software Architect
  Contribution:
  - Advised on improvements
  - Composed the new requirements specifications (SRS)
  - Restructured the existing architecture and defined extensions
  - Defined an interface to connect with third parties
  - Designed the screens for the user interaction
  Data interfaces with the platform:
  - SMS Gateway (POST)
  - External third party applications (SOAP)

- StarBusiness Program – Heineken (2008)
  The StarBusiness Program is a loyalty program in which clients of Heineken can use to gain business and individual advantage with partners of the program like KPN, Delta Lloyd, Nuon, Van Ganzewinkel, etc.
  www.starbusinessprogramma.nl
  Role: Software Architect (Employed by Amgate BV)
  Contribution:
  - Contributing to the concept
  - Defining processes (automated and manually)
  - Designed the architecture
  - Mapped out the data interfaces between the different parties
  - Designed the banking system and the order following system
  Data interfaces with the platform:
  - Heineken Brewery Wholesale Database (EDI)
  - International Card Services (EDI)
  - Orders for partners (depending on the partner)

- FS (Billing System) – CHZorg (2006)
  CHZorg takes over the complete billing process for doctors, pharmacists and medical specialists. The FS keeps track of the status of the bills within the internal existing systems of CHZorg. Several factors determine the status, like time, payments, input of the owners and employees.
  Role: Analyst and Software Architect (Employed by Amgate BV)
  Contribution:
  - Designing the business rules
  - Designing the architecture
  - Mapping out the data interfaces with the different systems
  Data interfaces with the platform:
  - AS/400 (ODBC)
  - Banking applications (ClieOp3, MT940, FINSTA)
  - Exact (XML)
  - OnGuard (XML)

- Loyalty Program – BMW Netherlands (2005)
  BMW's for business use are mainly bought by lease companies. Drivers' information is not passed on to BMW Netherlands. The loyalty program was started to enhance on the BMW experience and with one thought in mind: binding the drivers to BMW.
  Role: Analyst and Software Architect (Employed by Amgate)
  Contribution:
  - Information analyses
  - Design of the architecture
  - Describing the data interfaces
  - Designing a part of the user application flow
  Data interfaces with the platform:
  - AB21 – Internal system from BMW (XML)
  - K7000 – Kilometer registration system from Timegrip (POST)

- Artsennet – KNMG (2004)
  Artsennet.nl is the umbrella site for the members of KNMG. Members like LHV, NHG, Medisch Contact, Orde, etc. Each member represents a group of medical specialists and has therefore its own website in design and content. All websites come from one system and the access and authorization of the medical specialists on the websites is handled from the CRM system of KNMG.
  www.artsennet.nl
  Role: Consultant, Analyst and Software Architect (Employed by Amgate)

- Troyce Software Suite – Amgate BV (2001-2008)
  Troyce is a comprehensive software suite from Amgate with which customer internet solutions can be developed quickly. Troyce is modular, flexible and versatile. It contains standard modules for registration, user management, content management, navigation, forums, feedback, calendars, newsletters, text messages, catalogs, ordering, polls, surveys, etc, etc. Troyce is used for hundreds of customers web solutions.
  Role: Head of Software Development and Software Architect (Employed by Amgate BV)
  My contribution:
  - Intellectual father of the concept
  - Managed the requirements specifications
  - Designed the architecture
  - Designed the database model
  - Managing the development team, testers and help manual writers
  - Programmed large parts of the code

Timeline:
- 09-2015 – current: Avunea VOF, Partner
- 02-2015 – current: Bright Gorilla VOF, Partner
- 01-2010 – current: Yoomy BV, Partner and CTO
- 01-2010 – current: Coeus Group BV, Owner (Management BV)
- 05-2008 – current: Self-employed as Consultant, Senior Analyst and Software Architect
- 10-2001 – 04-2008: Amgate BV, Head Software Development/Senior Analyst/Architect
- 12-2000 – 09-2001: Self-employed in different functions
- 10-1998 – 11-2000: Easton Communications Group BV, Partner and CTO
- 09-1996 – 09-1998: bVa / Beurtvaartadres, Information Analyst and Manager BTMS
- 09-1992 – 08-1993: Koninklijke Luchtmacht, Electronics & Instruments, Cons. Sergeant
- 06-1992 – 09-1992: Studio Ruud Posthuma, Assistant advertisement photographer
- 06-1991 – 05-1992: Studio Martijn Oort, Assistant advertisement photographer

Side activities:
- 10-2003 – current: Malaika Kids International, Founder and board member
Malaika Kids is an international aid organization who gives orphans in Tanzania a future by means of a relatives support program and the construction of children's villages. Malaika Kids has fundraising branches in the Netherlands, the United Kingdom and the United States.
Contribution:
  - Growth of the organization
  - Cooperation's with NGO's
  - Control of money flows
  - Governance
  - Managing automation

Education:
- 1993 - 1996   HBO   Precision Mechanical Engineering, differentiation Mechatronics, specialization Design on the Hogeschool van Utrecht in Hilversum, the Netherlands.
- 1987 - 1991   MBO   Electronics on the Middelbare Technische School in Doetinchem, the Netherlands.
- 1986 – 1987   LBO/C   Mechanical Technology on the Algemene Technische School in Doetinchem, the Netherlands.
- 1982 - 1986   LBO/B   Electric Technology on the Algemene Technische School in Doetinchem, the Netherlands.