

stephenperkins

PROFESSIONAL PROFILE

A leader with over 22 years of experience directing small-to-medium scale projects and diverse teams to deliver IT solutions serving Cultural Heritage institutions and Universities. Consistently delivered products and managed projects that are feature-complete and timely, creating long-term relationships with clients. Experienced in collaborating with software providers in the roles of business development, product development, and client relationship management.

941.224.7532

stephen@infoset.io

[linkedin.com/in/stephen-perkins-infoset/](https://www.linkedin.com/in/stephen-perkins-infoset/)

www.infoset.io

KEY SKILLS

Project Management
Consulting
Solution Architecture
Business Development
Requirements Development
Gap Analysis
Proposal Development
Contract Negotiations
Product Development
Open Standards
Digital Asset Management
Institutional Repositories
Data Modeling
Data Migration
Process Development
Technology Evaluation
Training

WORK EXPERIENCE

SOLUTION ARCHITECT / PROJECT MANAGER

discoverygarden / PEI, CA / 2015 – Present

Solutions architecture, project management, and consultancy service provider to a premiere open source digital asset management integrator. Responsible for a portfolio of digital collections and institutional repository implementation projects in North America, Europe, UK, MENA, and Australia. Actively engaged with business development, CRM, and act as primary consultant on projects of \$100-\$500K+ scale.

FOUNDER / MANAGING MEMBER

Infoset Digital Publishing / Sarasota, FL / 2014 - Present

Founder of a technology consulting firm providing project management, implementation, and migration services to Cultural Heritage Institutions and Universities, focusing on Digital Humanities and Institutional Repository projects. Also contracted by digital asset management software providers in the following capacities: business development, product development, and client relationship management.

DEPUTY MANAGING DIRECTOR

Ingenierie Diffusion Multimedia Inc. (IDM) /

Lakewood Ranch, FL / 2009 – 2014

Corporate officer for 40+ employee technology company with offices in the US and France. Leadership of business development operations for the US focused on software development and content management. Oversaw business operations, product development and client projects. Engaged with clients and stakeholders on four continents, co-managing project that deployed software to tens of thousands of users globally. Product owner for DARMA digital asset management systems & PubMan XML CMS. Led initiatives in IDM's agile transformation.

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TECHNICAL

Business: MSOffice, GSuite, Atlassian Tools, HubSpot, IBM Blueworks, Fresh Desk, Fresh Sales

Open Data Standards, Languages, Vocabularies:

XML, XML Schema, XSLT, XPath; TEI, RDF, MARC, METS, MODS, EAC-CPF, EAD, RIF-CS, Dublin Core, VRA Core, DataCite, OAI-PMH, SPECTRUM, CHIN; LCSH, FAST, AAT, LCTGM, MARC relators

Coding/testing tools: oXygen IDE, Sublime, Github, Vagrant, OpenRefine

Knowledge/code literacy: HTML5, CSS, SQL, JS, experience managing devops teams running AWS infrastructure

Others: AWS Certified Cloud Practitioner, GIMP, Webflow, deep experience with Islandora tech stack: Drupal, Solr

ACHIEVEMENT

discoverygarden

Contributions to growth in client base, defining business processes, and completion of successful Islandora implementations, resulting in significant growth and profitability.

Business

Founder of dataformat.com and Infoset

Products

PubMan CMS

DARMA Digital Asset Management

Athletics

Competitive sports achievements in powerlifting (ret.), motorcycle racing (ret.), and indoor rowing (active).

WORK EXPERIENCE CONT.

FOUNDER / MANAGING MEMBER

dataformat.com / Bradenton, FL / 1998 – 2008

Created a content management software and publishing technology company which was sold to IDM at the end of 2008. Customers included: Oxford University Press, Cambridge University Press, Princeton University Press, Thomas Jefferson Foundation Inc., dictionary.com, Wordnik, Documents Compass, Dictionary of American Regional English, Miller Center of Public Affairs, Merriam Webster, Papers of Abraham Lincoln, Potomac Global Media Group, Woodrow Wilson Presidential Library, Theodore Roosevelt Center at Dickinson University.

VP OF OPERATIONS

PageSetters Inc. / Brattleboro, VT / 1986 – 1998

Responsible for oversight of production staff (18) for book design, type composition, and layout organization. Developed structured information workflows to take advantage of emerging standardization paving the way for single source publishing to multiple media. Developed new PostScript and PDF workflows for delivering files to printers. Worked with international team developing Aesthetex software. MagnaFile systems operator, programmer, responsible for Linotronic hardware maintenance.

REFERENCES

DONNY LOWE

Chief Technical Officer
HistoryIT

Commercial St, Portland ME
315-292-0378
dl@historyit.com

ERIN TRIPP

Executive Director
Duraspace

Gemini Drive, Beaverton, OR
506-442-2520
etripp@duraspace.org

COREY MCCLELLAND

Sitecore Architect
Arke

Atlanta, GA
941-704-1501
coreymccllland@gmail.com