William J. Klinger

Profile: Innovative team leader in global software development and information technology management with expertise in all phases of system development life cycle gained from positions at Bridgewater Associates, AT&T, Lucent, Novell, and Bell Labs. Industry pioneer in the use of Web technologies. Skilled in business planning, re-engineering, financial and project management. Committed to defining, designing, and structuring cutting edge technology to produce a competitive advantage in the marketplace.

Experience:

2006 – present

RARITAN VALLEY COMMUNITY COLLEGE; North Branch, NJ
Professor, Business
Teach Introduction to Business, Principles of Management, Principles of Finance, Personal Finance, and Business Simulation Seminar.
- Paper "Guardrails to Prevent Potential Retirement Portfolio Failure." Published in the Journal of Financial Planning, October 2016.
- Presentation "Retirement Across the Generations." NJ Coalition for Financial Education 10/15/15.
- PBS TV – Caucus: New Jersey. "Tackling Your Finances." October 4, 2014.
- Paper "In Search of the 'Best' Retirement Strategy" published in the Journal of Financial Service Professionals, January 2011.
- Paper "Creating Safe, Aggressive Retirement Income Profiles" published in the Journal of Financial Planning, May 2010.
- Paper "Using Decision Rules to Create Retirement Withdrawal Profiles" published in the Journal of Financial Planning, August 2007.
- Title III Coordinator (2006 – 2007) - responsible for the project management of the execution of the Federal Title III grant
- Awarded Faculty Research Fellowship to research retirement portfolio failures.

2007 – 2016

B-K-Ind LLC; Basking Ridge, NJ
Founder and Owner
Formed business to create and distribute retirement planning simulation and collaboration exercise software. Flagship products include Retirement Quant™, a leading-edge retirement planning tool which allows users to simulate retirements using custom defined retirement strategies. Retirement Quant is the modeling software used in my research published in the Journal of Financial Planning. www.b-k-ind.com. Collaborations™ exercises are designed to demonstrate fundamental concepts of team building.

2006

BRIDGEWATER ASSOCIATES; Westport, CT
Senior Technology Associate
Developed of applications to automate hedge fund portfolio investments.
- Project managed the re-architecting of a trade generation application. The result was a more stable system which ran in almost half the time.

2002 – 2006

RARITAN VALLEY COMMUNITY COLLEGE; North Branch, NJ
Computer Science Faculty
Taught Systems Analysis & Design, Data Structures, Operating Systems, UNIX/Linux, C Programming, and Business Administration.
- Paper "Decision Rules and Maximum Initial Withdrawal Rates" published in the Journal of Financial Planning, March 2006.
- Paper "Stanislavski and Computer Science" published in the Association for Computing Machinery *inroads*, December 2005.
- Presented "An Internet-based Tool for Collaboration Exercises and Research" at the League for Innovation Conference on Information Technology, October 2005.

- Presented "Team Building Exercises" at NJ Faculty Best Practices Showcase, Spring 2005.
- Awarded one-year Faculty Fellowship to produce interactive collaboration exercises and do research on collaboration effectiveness.

1998 – 2001   **LUCENT TECHNOLOGIES – Bell Labs**; Holmdel, NJ
Director – Optical Networking Development (Accepted voluntary buy-out offer)
Created industry-leading optical networking switching system using pioneering object-oriented technology. Led the overall project management of 500 staff at 7 locations in the U.S., Germany, the Netherlands, and India. Directed the software development, integration, and customer support department of 120 staff with a budget of $20M.
- Recognized by *The Wall Street Journal* for outstanding leadership.
- Created innovative technical architecture to simultaneously deploy both domestic and international products resulting in increased sales and significantly reduced costs.
- Defined development processes that allowed over 2 million lines of C++ code to be written by groups distributed across the country.
- Directed information technology group responsible for a complex, multi-platform environment consisting of Windows NT systems, UNIX workstations and servers, and embedded controllers.
- Improved productivity with innovative uses of Web technology and Oracle databases that provided real-time project status, management reports, development status, integration progress, and test results.

1992 – 1998   **UNIX SYSTEMS** (Includes divestiture from AT&T and two subsequent acquisitions)
1996 – 1998   **SANTA CRUZ OPERATION** (joined in Santa Cruz acquisition from Novell); Florham Park, NJ
Director Platform Products and Services
Directed the development of the UNIX operating system, including program management, systems analysis, integration, system test/quality assurance, and documentation. Led 100 developers in England, New Jersey and California, together with computer vendors as development partners, in producing a product of 6.5 million lines of C, C++, and Java code.
- UnixWare 7 received Byte Magazine's award for Best Operating System of the Year.
- UnixWare achieved world record benchmark performance results.
- Established formal metrics to be met before product could ship, resulting in extremely reliable, enterprise quality, product.
- Developed creative system tests to predict mean time between failures in the field, improving quality before deployment.

1993 – 1995   **NOVELL** (joined in Novell acquisition of UNIX System Laboratories); Florham Park, NJ
Director - Software Engineering
Led the breakthrough development integrating the UNIX operating system and NetWare to produce UnixWare, an industry leader in enterprise servers. Simultaneously delivered UnixWare 2 in six languages, unprecedented in the industry and setting the standard for software products.

1992 – 1993   **UNIX SYSTEM LABORATORIES**
Business Unit Head; Summit, NJ
Created and headed the UNIX Press publication business unit with complete profit and loss responsibility. Grew revenues from $5M to $7M over the eight quarters I led the unit. Exceeded financial and deliverable commitments every quarter.
- Invented new licensing and pricing scheme that reduced sales costs and increased revenues.
- Received Society for Technical Communication Awards for Excellence and Achievement
- Negotiated contracts with major computer vendors that ensured future revenues.
- Created development processes and tools that increased productivity by 300% by enabling a single documentation base to be used for printed books, online help, and online documentation.

1976 – 1991	**AT&T Bell Labs**
1981 – 1991	**District/Division Manager**; Summit, NJ

Product manager for the UNIX operating system, taking it from an internal research and university project to a successful industry platform. Established product strategies, pricing, sales policies, and market positioning that started the open systems market. Defined and executed program that developed and deployed the first graphical UNIX system.

- Invented pricing structure that resulted in explosive market growth.
- Led intellectual property effort that resulted in cross-patent licensing agreement with IBM.
- Keynote speaker at UNIX Expo and Gartner Group conference on open systems.

1976 – 1981   **Member of Technical Staff**, **Technical Supervisor**; Naperville, IL

- Architect at Bell Labs for the first distributed digital switching system in the industry.
- Awarded U.S. and foreign patents for innovative software.

Education: MBA – University of Chicago 1981
Finance and Marketing with honors
Beta Gamma Sigma, honorary business society
Awarded fellowship for international business program

MBA – K.U. Leuven, Belgium 1981
International Business and Finance with great distinction

MS – University of Wisconsin – Madison 1976
Computer Science

BS – University of Wisconsin – Madison 1974
Mathematics with distinction