

Robert Ferguson
2040 N 26th Circle
Mesa, AZ 85213

Resume

Home 480-692-7923
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I have over 10 years as a CEO of a multi-million dollar company, twelve years with Motorola in various engineering, marketing management positions, and as a district sales manager for four states, twelve years as a senior member tax accountant for individuals and small and medium sized businesses, and one and half years as an owner/operator company of large trucks with my own Federal Motor Carrier authority.

January 2006 to Present – Owner/Manager of Sonoran Consulting & Finance, LLC
Formerly Sonoran Corporation (2006 to 2011)

Provided Business Consulting and Tax Problem Resolution, Accounting Services, Tax Services for individuals and businesses with e-filing of all US income tax forms with state filing where required, Payroll Services with Tax Filing and Tax Payment Services, Business Consulting - Coaching in Management, Marketing, and Sales. I am a licensed Tax Preparer by the IRS and an IRS authorized e-file provider for personal and business tax forms.

Worked as a loan consultant helping to find money for real estate investors in the residential commercial market, as a consultant for commercial real estate SBA bank loans, and helping those seeking private funds to purchase commercial buildings.

2014 to 2015 Started Motor Carrier (trucking company) operating nation wide – Oasis Logistics, LLC - here in Arizona with multiple trucks and drivers. Closed down due to equipment failures and a lack of funds. I currently hold CDL A license with current medical card.

2005 to 2007 worked as a commercial truck driver for Phoenix area companies.

May 1996 to November 2005 – Semi-retired due to health issues that were resolved by surgery. (Taught GED classes and computer skills, resolved tax and accounting issues for businesses, and prepared income tax forms for individuals and companies)

January 1986 to May 1996 – **Owner/CEO** - Autosoft Corporation, Sonoran Engineering and Sales Corporation, Sonoran Western Industries, Inc. Managed 25 people in several teams.

Duties: CEO, Chief Engineer, Salesman & Sales Manager, Project Planner/Manager, Proposal Writer, Customer Service Manager, and Marketer.

- (1) **Autosoft Corporation** 1994 to 1996 – Started and built an Internet Service Provider (ISP), providing all services of the internet with over \$500K/year in sales by midyear 1996 with a multi-million dollar contract to the local community colleges starting when sold. Duties: CEO – Chief Engineer, Salesman & Sales Manager, Strategic Planner, Customer Service Manager, and Marketer.

As the Director of the team, we built an ISP from the ground up as there were few ready to use sub-systems or software packages available for purchase. We developed the software needed and integrated it with hardware from several different manufactures to provide dial up, ISDN, T1, and frame relay T1 services for our internet service. Our dial up service was for over 2500 clients by the end of 1995. We won a major contract with the Maricopa Community College District here in AZ to provide T-1 internet services to all 10 campuses and provide discounted services to all of its 225,000 students at all of the campuses. We built a team to train individuals on how to use the internet and held classes at our facility. The business was sold in 1996 as a result of that contract. The employees of Autosoft went with that sale to support the company except myself. Our software development environment was done primarily on UNIX and Linux operating systems and our client web servers were based on Linux operating systems.

- (2) **Sonoran Engineering & Sales Corporation** - January 1992 to May 1996 – Owner, Duties: CEO – Chief Engineer, Salesman & Sales Manager, Project Planner/Manager, Proposal Writer, Customer Service Manager, and Marketer. Managed a team of 12. The company assumed all principals, duties, and customers of Sonoran Western Industries, Inc.

Our Customers included all US military organizations, NASA, several state governments, and hundreds of industrial customers. We were an authorized computer systems Integration company for Motorola Computer Systems Division, Hewlett - Packard, and IBM providing Real Time (R/T) computer systems and computer work stations. We utilized multiple other vendors of hardware and software as well including our own developed software in our real time system products. The IBM work stations, and HP work stations, were used to support the real time computer systems for application development of software and hardware running on Operating Systems (O/S) from Microware (OS-9 and OS-9000 products). Other software O/S kernel packages were supported as well such as PDOS for some clients. Sales exceeded \$2 million in 1994 and 1995. The business was closed in 1996 due to my health issues.

- (3) **Sonoran Western Industries, Inc.** - January 1986 to December 1991 - Owner and President, Salesman & Sales Manager. Managed a team of 5

SWI was a manufacturers' representative sales company offering computer systems, computer sub-systems, board level products, software, electronic components, and related products. Principals were Motorola - Computer Systems Division, Microware, Vmetro, Schweber Electronics (all products), and several other VME board manufacturers. Our 1990 income exceeded \$525K based on 10% commission from our clients' sales through us of over \$5 Million during the first six months and over \$1 million for the year. Customers were located throughout the Southwest. 1991 Sales were flat due to the Desert Storm and the military shutting down all development.

July 1984 to December 1985 - Motorola - Computer Systems Div, Position: District Sales Manager/Systems Engineer. My territory was: Arizona, New Mexico, West Texas, & Southern

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Nevada. Duties: managed Motorola salespeople, distributors, sales representative firms. I worked with distributors, sales people, and customers, to implement the sale of Motorola Computer Division products to meet customers' project requirements. I grew sales by over 33% in 1984 over 1983, and 52% in 1985 over 1984 in the territory.

As District Sales Manager I did direct sales to Motorola customers, I trained sales people from Motorola and at several distributors such as Hamilton – Avnet, Schweber, and various sales representative firms in four states on Motorola computer systems products. I supported distributors and sales reps' customers with after sales support that included: technical training, resolving technical and sales issues when required, and coordinated efforts with factory engineers in support of all clients with existing and new product development.

March 1981 to July 1984 - Motorola - Computer Systems Div. Position: Product Marketing Engineer (tactical marketer), Marketer, and Section Leader in the division's tactical marketing organization. I supported the Motorola sales force in field sales, wrote and trained the sales force with marketing materials, wrote proposals for customers, did customer contract negotiations with NCR & IBM, technical assistance & support, and sales follow up. Helped grow the division's business from \$35 million in 1981 when I joined to over \$67 million in 1984 when I went to the field as a District Sales Manager. One software contract I negotiated and sold software to at NCR was worth \$20 million over five years. I also negotiated the first \$1 million hardware contract. There were other multi-million dollar sales I negotiated and won with several other clients.

November 1979 to March 1981 - Sun Systems of Arizona, Position: Sales Manager of over 20 sales people for the company. I grew the company from \$400K in 1979 to \$4.5/yr million in 18 months.

April 1972 to November 1979 – Motorola - Semiconductor - World Marketing - Computer Systems Applications. Title: Computer Systems Engineer, and Strategic Marketing Planner of 8 and 16 bit microprocessor products.

I helped developed and debugged LSI peripheral semi-conductor devices and built demonstration computer board units for Motorola's MPU's (MC6800 and MC68000) family of LSI semi-conductor products. I also wrote and published several technical magazine articles based on those board designs in various computer and electronics trade magazines. I taught advanced serial digital data communications classes to computer engineers at the Motorola University.

April 1971 to April 1972 - Sperry Corporation - Aircraft Instruments Division. Title: Senior Prototype Electronics Technician. Built engineering models and prototypes of newly designed instruments and debugged them to become released products.

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August 1969 to April 1971 - Vermont Research Corporation. Title: Computer Systems Engineer. Designed, developed, and built multi-track rotating mass memory controllers for use with VRC's rotating mass memory drums and disks. The controller designs were built for use with several customers' computer systems. One of the requirements was to design the computer to controller interfaces. Designs were done for DEC, CDC, Honeywell, and IBM computers of the period.

October 1963 to April 1968 - US Navy - Electronics Technician - ETN2 at discharge – Senior PO in-charge of Ground Electronics Department and US Navy bombing range electronics for the Sixth Fleet at USNAF Sigonella, Sicily, Italy. Managed and Maintained all electronics equipment (Radio transmitters and receivers, TACAN, RADAR, Tropospheric Scatter System) at both locations. Managed a team of 21 of electronic technicians.

Education International Master of Business Administration - University of Leicester, Leicester, England, UK – 2005 – 2008. 35 credits – no degree due to no thesis.

Various Arizona colleges & Arizona State University in computer science, business, management, and accounting. Total of 127 Semester Credit hours.

U.S. Navy Electronics Technician Class B School – BS Electrical Engineering equivalent training from the US Navy in electrical and electronics systems maintenance and design.

U.S. Navy Electronics Technician Class A School - 9 months, Air Force onsite training for troposphere scatter – 6 weeks, Class C school for TACAN ground equipment theory and maintenance – 4 weeks, and Class C school for single sideband radio transmitters and receivers – 3 Weeks.

Additional Courses and Training

Mortgage Loan Originator course at Arizona School of Real Estate and Business (2014).

Certificates in: General Business and Microsoft Office Applications from Central Arizona College (2002-3)

Staff Level Management Training – Motorola's "Workshop for Effective Management." A seven day and night intensive management program for staff level management. Motorola (July 1, 1983)

Interactive Management Training for front line managers. Motorola University (1982)

Software Contract Negotiation – Motorola University (1982)