

Maryland LLC: Tax ID 263*909*675

ROBIN S. WALTON, President
Professional Summary

KGW is a Learning consulting and delivery company. We perform business process and workflow mapping, training and development needs analysis, design, development and delivery of tailored training courses. We design, develop and deliver instructor led training, live online webinars, and e-learning. We also deliver process and organizational analysis, project planning support, contractor and vendor selection and management.

Background: Prior to launching KGW Group, Mrs. Walton spent 25 years managing business and technical projects at IBM and Fannie Mae. Her real world experience spans the Financial Services, Federal Systems, Computer Technology and Training industries.

Her most recent accomplishments include the launch of an enterprise-wide learning management system and training portal at Fannie Mae. A learning management system, web-authoring tools, externally hosted content, and live online training capabilities were all deployed under her management and leadership of the Learning Technologies group. Mrs. Walton reduced the cost of delivering content for the organization by 20%, while increasing the available quantity and quality of training.

Other career highlights and accomplishments:

- Developed training for small-banks delivered at trade shows and conferences.
- Developed 3 year technology strategy for the corporation.
- Developed risk management plans to mitigate project risks.
- Led software development team on FAA Modernization project.
- Project manager/capacity planner for Division budget and strategy team.
- Managed installation of operating systems and networks for defense related programs.

Mrs. Walton's key business strengths are written and oral communications, attention to detail, capability to multi-task, cross-functional collaboration, and the ability to communicate well with technical and management staff.

The KGW Team: The team consists of organization development professionals, business analysts, instructional designers and trainers, web designers, web and systems programmers, training administration professionals and event planners.

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EDUCATION

UCLA Leadership Development Program (5/07)
UCLA, Los Angeles, California

Masters of Science, Business Management (5/93)
Johns Hopkins University, Baltimore Maryland

Leadership Development Certificate (4/90)
Johns Hopkins University, Baltimore Maryland

Bachelors of Science, Computer Science (5/85)
Summa Cum Laude
North Carolina A&T University, Greensboro North Carolina

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ROBIN S. WALTON, President
Professional Experience

KGW GROUP Boyds, Maryland Oct 2008-Present

President, Learning Delivery Consultant

- Perform business process mapping, training needs analysis, and training delivery.
- Develop training and e-learning design and delivery to support system deployment.
- Perform process analysis, definition, cost analysis, project deliverables, metrics, technical staff management, vendor evaluation and management.

FANNIE MAE Washington, DC 1994 – Nov 2008

Manager, Learning Technologies and Administration 2005-2008

- Planned and implemented technology training systems, programs and portal.
- Managed customer requirements, project scope, and cost analysis.
- Served as liaison between subject-matter-experts, training instructors and vendors.
- Managed the vendor identification, selection and procurement processes.
- Managed deployment and maintenance of learning management system and tools.
- Collaborated with IT to integrate technology solutions into the infrastructure.
- Directed and managed all aspects of the Training Center, including administration staff and resources. Managed team of 8 employees and 3 contractors.
- Introduced blended learning solutions to maximize learning experience and costs.
- Secured subject matter experts and purchased content to meet specialized needs.
- Managed Learning metrics and budget for training teams/management.
- Received Team awards for Training Portal Launch – marketed as eCampus.

IT Training Project Manager/Senior Training Consultant 2000-2004

- Performed training needs analysis for technical training programs.
- Collaborated with subject matter experts to design technical training programs.
- Developed online training portal, maintained portal and hardcopy catalogues for the e-Business training curriculum.
- Assigned tasks to team members, coordinated and monitored team performance to ensure product quality and adherence to schedule and requirements.
- Reviewed and assessed staff performance, identified issues, and provided development recommendations.
- Developed 16-week training programs for business analysts and technologists. Collaborated with business to design training program and objectives, developed curriculum, secured instructors, evaluated and tested learning retention.
- Provided in person and written communication regarding team progress, project goals and status. Collaborated with program managers and other team leaders.

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Professional Experience

FANNIE MAE Washington, DC 1994 – Nov 2008

Business Developer, Housing and Community Development 1997-2000

- Performed Business Process Mapping.
- Served as relationship manager to community banks and trade associations.
- Built processes and provided support to small lenders in the area of technology.
- Trained small businesses and non-profit agencies on Fannie Mae's technology.

IT Capacity Planning and Strategy Manager, Information Systems 1994-1997

- Established policies, procedures and support processes for IT assets.
- Developed 3 year technology plan, architecture strategy and recovery processes.
- Evaluated and recommended new database technologies and architecture.
- Collaborated with IT groups to justify systems cost for development projects.
- Designed and implemented enterprise hardware acquisition and tracking system.

IBM Gaithersburg, Maryland 1985-1994

Software Development Manager 1990-1994

- Led testing and maintenance of software for \$5 billion FAA modernization project.
- Designed and implemented system testing processes for the project lifecycle.
- Led team in determining appropriate system architecture for new systems.
- Monitored project activities and resources to ensure project met milestones.
- Developed risk management plans to mitigate risks to project success.
- Ensured systems were adequately tested prior to deployment.
- Prepared and supervised documentation preparation to support developed systems.

IT Account Manager - Technical Lead 1988-1990

- Coordinated IT support of major proposals, including a \$25 million project.
- Provided Account Management support and leadership to a team of five.
- Collaborated with proposal, IT functional, and project managers to scope projects, built scope documents and assumptions. Built cost estimates.
- Led business process mapping review team.
- Integrated IT services and resources into development projects.
- Managed, planned, coordinated and executed projects, worked with others to determine scope, feasibility and practicality of information system projects.

Capacity Planner/Systems Programmer 1985-1988

- Justified, acquired and installed over \$7 million in hardware for the organization.
- Led analysis and recommendations for divisional technology capacity needs.
- Designed, installed and supported systems for Defense project. Secret clearance.