



INTERNATIONAL HOTEL DEVELOPMENT & MANAGEMENT

Ali Doğrusöz

Personal Information

Date of Birth : **1963**
Nationality : **Turkey / United States**
Marital Status : **Married**
Military Service : **Fulfilled**

Education

1985
B.S. Mechanical Engineering
North Carolina State University
Raleigh, NC.

1988
M.S. Mechanical Engineering
Middle East Technical University,
Ankara, Turkey

Area of Emphasis: Computer Aided Design, Manufacturing

Trainings

- OpenGL Programming SIGGRAPH94
- Solution Selling, April 1997 Brussels

Languages

TURKISH EXCELLENT
ENGLISH EXCELLENT

Other Skills

Programming Languages

C, FORTRAN, Pascal, C++, various UNIX scripting languages

Operating Systems

UNIX (SGI Irix, Solaris, HP-UX, IBM AIX), MS WINDOWS

Publications

- Dogrusoz A., Nisbet S., "Recent Developments in SAS 3D Visualization" SAS Users Group International, Dallas TX, 1994.
- Dogrusoz A., Patel N., Stogner R., "Power Tools for Visualization of Information", SAS Users Group International, Orlando, FL, 1995.



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Professional Experience

1999 –

Co-founder of BTD Consulting

Co-founder of BTD Consulting, an IT consulting firm that aims to help its customers by advising and implementing technologies to aid in the decision making process, new business development and operational efficiency areas. Sample clients and areas of involvement are:

Rumeli Telekom (Rumeli Net): Strategy development for various aspects of Rumeli Holding's stride into the Internet marketplace. Specific tasks range:

- CSP development (SW integration strategies, CC clearing issues, policy and contractual issues).
- Access and bandwidth infrastructure (POP, VPOP, alternate access, peering, Terrestrial/Satellite links).
- Data center development (Layout, policies, control, heat, power, backup/restore).

Scope of work includes analysis, development, project management.

Köy-Tür Holding: Acting CIO; Aided Köy-Tür Holding and Köy-Tür Tavukçuluk AŞ (The largest poultry processor in Turkey) in their transition from a rural manufacturing heritage to a market driven foodstuffs producer. Areas of involvement were:

- Advising the Chairman on strategies pertaining to the use of new technology.
- Preparing the company to establish and centralize its data flow.
- Creating actionable performance measures that can be understood by line managers and upper management.
- Managing SW development projects.

Consulting on the appropriate pathways to ERP, B2B E-Comm., DataWarehousing.

1997 – 1999

Managing Director

SAS Institute Bilgisayar Sistemleri Limited Şirketi

(Wholly owned subsidiary of SAS Institute Inc)

Istanbul / TURKEY

Responsibilities include:

- New business development.
- Management of the sales process.
- Sales of enterprise scale software projects.
- Setup of the Turkish operations.
 - Legal Issues
 - Logistics
 - Infrastructure
 - Contracts
- Creating local partnerships, ensuring the local participation of the worldwide partnerships.
- Contract management.
- Personnel hiring, payroll administration and management.
- Coordinating activities between management consultants, legal counsel, outsourcing providers, European and World Headquarters and the local office.
- Mentoring technical and sales staff.
- Ensuring the operations quality of service and effectiveness.



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1989 – 1997

Computer Graphics Systems Development Manager (last title held)

**Advanced Visualization Division,
SAS Institute Inc.
Cary, North Carolina.**

1995 – 1997

**Consulting assignments in Data Warehousing, and analytical applications
(QC, Analytics, SW enhancements).**

1995 – 1997

System Development and Management

SouthPeak Interactive Initiative

- Providing technical consulting to the production group 5 animators and one manager,
- Coordinating the activities of technical staff.
- Preparing and executing development plans and making modifications to ensure the timely deliveries to users
- Design, setup, and implementation of a scaleable multi node and multi environment rendering system "Render Farm" consisting over 200 workstations.

1993 – 1995

Software Development

VisualSpace 3D Modeling

Visualizing and walkthrough product. Duties included:

- High-level design and Co authoring the VSwalk portion of the three part product.
- Providing technical guidance to the VSlight Project. VSlight uses non-conventional radiosity technique to solve the lighting effects in a 3D environment.
- Evaluating and implementing VRML to VisualSpace.

1989 – 1993

Software Development

SAS/NVISION

Duties included:

- Translating FORTRAN based NeoVisuals code to C and changing the memory structure.
- Overseeing and contributing to the development of NURBS Curve and Patch editor.
- Optimizing Texture mapping algorithms.
- Device driver development and porting to different hosts (SGI, HP, IBM RS6000).
- System administration of 15 Silicon Graphics, 2 HP, 1 IBM workstations.
- Technical consulting to the Animation group.

1986 – 1988

Research / Teaching Assistant

**Mechanical Engineering Department,
Middle East Technical University**

Responsibilities included:

- Assisting both undergraduate and graduate courses in CAD and manufacturing.
- Various contract research assignments.



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- Involved in the procurement of various computer systems and other CAM equipment to be used in the CAD/CAM/Robotics center being organized. Writing of RFPs, following the RFPs to the bidding process. Assisting with the evaluation of the bids.
- CAD Laboratory Manager.