

# **MICHAEL B. GREEN**

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I am responding to the position you recently listed. At present, I am the Director of IT Contracts for North Shore – Long Island Jewish Health System, one of the largest non-profit health systems in the US with more than 40,000 employees and an operating budget in excess of \$5 Billion dollars. I counsel executive management on major enterprise wide IT contract initiatives with a focus on maximizing ROI by leveraging best practices with strong and effective negotiation strategies.

In my first six months, I successfully reviewed and advised during negotiation in excess of \$100M in vendor contracts including taking the lead on a \$30M, 5 year master service agreement with its enterprise wide telecom vendor. My focus on cost containment strategies coupled with my previous experience representing vendors resulted in substantial cost savings as well as more favorable terms. During these initial months of employment, I also designed an updated and more efficient contract tracking collaboration system

Previously, I served as the lead Contracts Director for MAXIMUS, Inc., an international software, services and consulting firm with over 6000 employees and \$700 million in annual revenue doing business in the United States, Canada, the UK and Australia. I was recruited from my previous employer to direct and manage all contract and legal matters for this company's \$55 million, 5-year contract with the New York City Department of Education to develop a customized and individualized information student tracking system to ensure compliance with federal, state and city regulations as well as several class action lawsuit settlement agreements. Within six months of employment, I was chosen to be the lead Contracts Director on all major technology related contracts in the Company's Consulting and Health Services divisions advising the CEO, CFO and division Presidents on contract risk analysis and mitigation.

At Pencom, I functioned as the General Counsel and Director of Contracts for its conglomerate of privately held and publicly traded enterprises which included computer consulting, contract programming, network and systems administration, full time technical placement services and software, web and Internet development, primarily in the U.S. and Canada. I was one of the four key decision makers on all major corporate initiatives along with the CFO, VP of Operations and the CEO/Founder. For much of my tenure at Pencom, I managed more than 300 active agreements at any one time with at least 30-40 new projects per week across five subsidiaries and affiliates supervising groups of up to 6 employees each. I also designed an online contract tracking system for this employer as well.

As my attached resume clearly illustrates, I have an extremely strong and extensive background in all aspects of the entire contract process as well as in procurement, cost containment, RFP generation and response, contract negotiation and

enforcement and general legal, business and corporate matters. One of the key functions as the Director of Contracts for these employers has been acting as the central point of the contract process and building consensus between, and addressing the specific requirements of, various departments within the company. This includes Sales, Marketing, IT, Human Resources, Accounting, Management, outside counsel and the applicable vendor, client or subcontractor. The two contract tracking systems I designed greatly enhanced the efficiency of the contract process and proved to be both a time and cost containment value add to offset the traditional cost center draw on resources.

Throughout my employment, I have negotiated, reviewed, drafted, enforced and explained to management and staff well into the thousands of various agreements with a broad range of parties including Microsoft, ATT, Verizon, Oracle, Siemens, Goldman Sachs, JP Morgan-Chase, Bank of America, Morgan Stanley, Accenture, Boeing, Lockheed Martin, Bloomberg, NASA/JPL, Dell, BP Amoco, Ford, General Electric, Dow Jones, Coca-Cola, Best Buy, Disney, Oracle, Dun & Bradstreet, McGraw-Hill, Standard & Poors, Fidelity, IBM, Intel, Motorola, Sun, the National Association of Securities Dealers (NASD) and other Fortune 500 companies as well as federal, state and local governmental agencies.

I have worked on virtually every type of agreement including consulting, intellectual property rights and licensing, time and materials, deliverables based, service level agreements (SLA's), commercial and residential leases, vendor and supplier agreements, partnering and teaming, NDA's, employment, sub and prime contractor agreements, asset purchase and software acquisition agreements. In addition, I have extensive experience dealing with UCC, FAR, DFAR, ITAR, FERPA, HIPAA and other governmental compliance issues.

My speaking engagements further demonstrate I am able to convey complex legal and contract concepts and terminology to inexperienced and non-legal or contract personnel in a comprehensible manner. At the Shareware Industry Conference, I presented seminars on Effective Contract Negotiations and Selling and Licensing Source Code to business owners with no legal or contract background. At Pencom, I conducted well over a hundred in-house training conferences to sales and management on contracts, negotiating and general business law. These sessions not only explained the importance and efficiency of maintaining and using our standardized contract templates, but also provided guidance on how to effectively obtain the other party's acceptance of our standardized approach.

Based on the requirements presented in your job requisition, I am most confident I would be able to assist you in whatever legal, contractual or business solutions you require. Thank you very much for your time and consideration.