

Patrick Lee Tarzian

Curriculum Vitae (short version)

Address

24331 Muirlands Blvd.
PMB 4.125
Lake Forest, CA 92630
Tel: 949.328.0126
E-Mail: patrick@tarzian.net

PERSONAL PROFILE

A hands-on people orientated startup and operations leader, developer, and software engineer with international experience of creating and implementing the strategic development of specialist engineering businesses within the support automation technology, customer service and industrial markets. Successful implementation of growth-orientated marketing and sales plans. Experienced in introduction of lean business philosophies in multi-discipline environments. Having achieved considerable success in a number of different business situations and cultures, I am ready for new growth and responsibility that will allow me to meet new objectives for any company with innovation and growth options. I am particularly interested in securing a challenging business position or contract in a company for the next twenty years in the USA where I believe the business encourages an individual with a strong personal commitment to achieve and maintain world class engineering and management support status to be successful.

PAPERS WRITTEN AND PRESENTATIONS

"BMET" Getting off on the right foot. February 1976.
New Orleans, LA. Louisiana Hospital Association.

"Safety Measurements in Hospitals". December 1975. San Luis Obispo, CA. Fifth Cal Poly Measurements and Science Conference.

Invited by the People to Peoples Organization to present Biomedical and Clinical Engineering Concepts for Management of Assets and Workers in Beijing, China at the first 'Biomedical Engineering Electronics Symposium' in China, October-November 1984. Presented organizational and practices required for Managing a Biomedical/Clinical Engineering Support Services operation.

Preventive Maintenance guidelines for facilities maintenance; including but not limited to boilers, chillers, generators, HVAC, electrical panels, switches, & ATS, sewers, equipment, computers, office equipment, hospital and laboratory equipment, and metrology instrumentation. (1970-2008)

AFFILIATIONS

Past President of the California Medical Instrumentation Association (CMIA). 1974 and 1976. Originator with constituents for the CMIA in 1973.

Past Chairman of the Board of the CMIA. 1973 and 1975.

Past Chairman of the By-Laws Committee. CMIA.

Past Chairman of the Apprentice BMET Program. D.O.T. 729.281 034, State of California. Organized the first Apprenticeship program for Biomedical Equipment Technicians under the State Department of Industrial Relations, Division of Industrial Safety in the State of California. This provided preparation as a prerequisite for the application for Certification Testing in the Association for the Advancement of Medical Instrumentation.

PAST Co-Chairman of Equipment Standardization Committee. Santa Ana Community Hospital.

Past Member of Kiwanis International, Mission Viejo, CA.

Corporate Member of California Medical Instrumentation Association.

Past Member of the Instrument Society of America.

Corporate Member of the Georgia Biomedical Instrumentation Association.

President of Decision MakersUSA.Com of Orange County from 2000-2005.
Member since 1985.

Member of Business Network International. 2000

Member of Invicta Club 2004-current.

Purpose Driven Network [www.purposedrivennetwork.com]

Registered for World Scramble 2007.

Past Cubmaster of Cub Pack 665.

Past Committee Chairman of Pack 720.

Assistant Scoutmaster of Troop 665.

Past Member Kiwanis.

Current President of Decision Makers USA.Com.

Organized and developed the "California Medical Instrumentation Association;" currently there are nine chapters in the State of California.

Past Chairman of the Board of the California Medical Instrumentation Association; CMIA chairman of the board in 1972 and 1974.

Past President of the California Medical Instrumentation Association; president of the CMIA for 1973 and 1975.

Past Member of American Society of Hospital Engineering.

Past Member of California Society of Hospital Engineering.

Past Member of Instrument Society of America.

Current Member of the Invicta Club.

Current Member of Purpose Driven Network.
Current Member of Business By The Sea Yacht Club.
Current Corporate Member of Georgia Biomedical Instrumentation Society.

DONATIONS

Computer Hardware and Software; Electronic components; and Educational Material for Building Computers. Girls, Inc., St. Louis, MO. Total audited amount \$ 76,000.00, 1997.

Vincennes University; Donated Computerized Maintenance Management System for deployment on Novell, Windows NT or peer to peer stations for 100 user license. Total audited amount \$35,000.00, 1999.

Family Solutions, Inc. Created donations in the amount of \$8,000 in kind. Sponsored the Tim Salmon Golf Classic under contract.

Current negotiations with Nicole Brown Charitable Foundation for sponsor a golf classic at Dove Canyon Country Club, Orange County, California; November 2001.

Current negotiations with Los Angeles Mission for developing a Living Trust for generating revenue from sales and marketing programs.

EXPERIENCE SYNOPSIS

- Business Developer Owner and Software Engineer, over 38 years
- Marketing Developer for Skytypers (USA, Japan, France & South Africa)
- Developed and processed refinancing for individuals.
- Systems Engineering, 7 years
- Marketing and Sales, 15 years
- Troubleshooting Medical Instrumentation 10 years
- Calibration and Inspections, 13 years

Curriculum Vitae

(narative version)

After an honorable discharge from the United States Marine Corp in 1969, I started our first company in Orange County, California called "Biomedical Electronics Service Laboratory." Not only working at several hospitals in Orange County and private electronic servicing and repair agencies doing contract work, the first contract negotiated was with "Seattle Artificial Kidney Foundation" providing services to kidney machines in southern California. In 1972 I trained the first open-heart team in Orange County at Santa Ana Community Hospital. Then, in October 1973 I was hired to start the the first division of the "Lutheran Hospital Society of Southern California" (LHS) called "Biomedtronix Division." I started this operation with a briefcase and operated until 1979 which serviced hospitals from San Francisco to the Mexican border. Biomedtronix was the first functional and operational shared clinical and biomedical engineering services in California. LHS later became know as "Pacific Health Resources" and the "Biomedtronix Divison" saved a range of seven hospitals owned and operated in excess of \$503,000 dollars in the second year of operation. All computations were completed with calculators and typewriters. Years thereafter until 1979 savings were in the millions for the group of hospitals called, "Health Management Cooperative of California." All savings were audited and verified by an outside accounting firm. This was accomplished without a computer.

In 1979 I took on another large project and joined an international hospital group and was instrumental in designing and implementing hospital and medical systems for the MODA of Saudi Arabia. The Military of Defense and Aviation which included hospitals in all major cities of Saudi Arabia; Dhaharan, Jedda, Khamis Musyat, Riyad, Tabuk, and other cities. Additionally I was instrumental in the design and implementation as the Director of Systems Engineering for International Medical Enterprises for all middle east operations including Mafraq Hospital in Abu Dabi, U.A.E., a 2,000 room facility first of its kind. Reviewing the European market for equipment and medical systems travel took me to New York, Italy, England, Germany, Saudia Arabia and UAE.

During the 1980's I started a new company called "American Medical Resources, Inc." and began a new era of software not previously used nationwide, the "Equipment Management System." In 1984 I sold this company to American Sterilizer Company in Erie, Pennsylvania. This software grew in leaps and bounds across the nation. It was virtually the first of it's kind with less than a handfull of competitors. Then in 1987, a new company was created with an entirely different view of maintenance management system with "American Services Resources." Today the product is still in development and new deployments for "client/server" and web enabled services, more clearly called "Maintronix" and "Work Order Angel.Com" designed and developed under the trade name, "Software By The Sea."

During the 1960's and up to this year, 2006, here is a list of major projects:

In the mid 1960's I trained under the metrology section of Calibrations Standards Corporation which fabricated standards for the aerospace companies. CSC was a division of Royal Jet Industries. This included the applications of wheatstone bridges, power supplies, differential amplifiers, Leeds and Northrup standards to primaries, and other instrumentation as it related to standards measurements and the fabrication of wire wound resistors to precision tolerances. Most customers were in the aerospace sector.

My first exposure and training starting in 1963 was in metrology, measurements and calibrations of instrumentation for the aerospace industry where he built and calibrated standards for companies like Royal Jet, Fluke, Leeds & Northrup, and others that needed references to standards that were used for National Beaura of Standards. I learned the methodology of fabricating precision wire wound resistors and other components that required tolerances of 0.00001 percent for the aerospace industry. Thereafter, this training and exposure lead to other areas where this knowledge and experience helped with my growth in technology and management.

I received an associates degree from Orange Coast College and completed upper management programs from USC and UCLA during the 1970's. I also completed multiple different technology programs from ACME-DIVAC, Coulter Electroncis, Mennen-Greatbach, Hewlett-Packard, Birtcher, Spacelabs, Beckman Instruments, Seattle Artificial Kidney Foundation, Hospital Council of Southern California, Gorman-Rupp Industries, Abbott-Medical, IMED, DelMar Avionics, Haemonetics, Organon Teknika, IEC, Wright Technologies, AMSCO, Drake Willock, Damon, and many more.

After training at the Memphis, Tennessee Navy B School, I was assigned to the Marine Air Reserve Training Command in Glenview, Illinois. Traveling to all the Marine Air Reserve Training Detachments as a crew on a DC-3 (C-117)in the United States from mid 1966 to late 1967. My overseas duty was in Iwakuni, Japan for the USMC's Travel Crew on a DC-3 fixed airplane that transported all the USMC personnel for taking leave from Viet Nam to selected places throughout the far-east including but not limited to Da Nang, Monkey Mountain, Bangkok, Hong Kong, Okinawa, Philipines, and Japan. Not to be confused with the "Puff The Magic Dragon" that was also called SPOOKY by the North Viet Cong because of three large guns mounted port side that fired tracer rounds on night missions. Additional duty was assigned in Iwakuni, Japan as a crew leader for the visiting air craft line at MCAS, Iwakuni. The last year in the United States Marine Corp was comprized of "Mission Control" operations for HMM-561 a training squadron for Viet Nam at the LTA (Lighter Than Air – the blimp hangers used in WWII) military base in Santa Ana, California. My active duty was under the direction of Captain Smith and Master Gunnery Sergeant Overstreet. In the last two years in the USMC, I earned the grade of E-5, Sergeant. The LTA is the Lighter Than Air station where the blimps were housed during and after World War II. The United States Navy provided the training, implementation, and management of the software called, ASD (aircraft statistical data) program where the data was inputed on cards used on similar computers to the IBM 360. Since our offices were in the hangers at the LTA military site, we did not have access to the inputting of the data. The data was displayed on plexiglass boards that covered three (3) walls of the "Mission Control" offices for the different squadrons. The first deactivation of the squadrons was the UH34D, **Sikorsky HUS/UH-34D "Sea Horse"**, rotary wing aircraft that used reciprocating 1800CI Engines. Marine Medium Helicopter Squadron 561 was activated 31 January 1967 and was assigned to Marine Aircraft Group 56. It's assigned mission was to provide refresher training to Marines who would be joining UH-34D squadrons in Vietnam. It also was called on to conduct local Search and Rescue missions, provide VIP transport, and other commitments as required by local commands. Due to a lack of personnel and aircraft to man the

squadron, HMM-561 remained in cadre status until formally activated 8 May 1967. At this time there were 62 Officers and 242 Enlisted assigned to the squadron. 24 UH-34Ds were also assigned at this time. In January 1969, WestPac requirements for UH-34s were curtailed as the UH-34D began to be phased out and replaced by the CH-46. Squadron strength dropped to 12 aircraft. HMM-561 conducted a 12-aircraft flyby of El Toro and Santa Ana on 14 October 1969. On 27 October 1969, the last operational UH-34D squadron in the Fleet Marine Force, HMM-561 was deactivated.

Marine Air Reserve Training Center in Glenview was also the home of: Astronaut [Neil Armstrong](#), served as a reservist at NAS Glenview. Former President [George H. W. Bush](#), received carrier pilot training at NAS Glenview during [World War II](#). Former President [Gerald Ford](#), served at NAS Glenview for several months during [World War II](#). Worked with the USMC General at the Marine Air Reserve Training Command handling confidential documents for delivery to the Marine Air Reserve Training Detachments in each military base in the USA. Performed as a First Mechanic and Crew Chief on the US Navy C-117 and the C-54 for transporting USMC officers to the MARTD in the USA military bases from east coast to west coast.

Earned the **National Defense Service Medal** a [military decoration](#) of the [United States military](#) originally commissioned by President [Dwight D. Eisenhower](#). Created in 1953, the National Defense Service Medal was intended to be a “blanket campaign medal” issued to any member of the United States military who served in a designated time period of which a “national emergency” had been declared. As of 2006, it is the oldest [service medal](#) which is still issued to the active military.

COMMANDING OFFICERS of HMM-561

Maj D.C. Heim 8 May 1968 - 9 Sept 1968

Maj A.S. Piper 10 Sept 1968 - 13 Nov 1968

Lt. Col W.C. Anderson 14 Nov 1968 - 27 Oct 1969

The knowledge attained while in the USMC specifically during my last assignment in Santa Ana, California with HMM-561 yielded the basic understanding and knowledge for computerized maintenance management. This training was the most valuable for my future career in cost containment and maintenance avoidance.

In the 1990's until 1999, the General Services Administration project including all government facilities in the Pacific Rim Region saving over \$450 million dollars for the GSA. All facilities are in Washington, Oregon, California, Nevada, Arizona, New Mexico, and Hawaii were installed and operational saving millions of dollars.

In 1994 the “DEW Line” was the greatest project which included all the radar sites for the southern perimeter of North America guarding the USA from intrusions; Semifor Hill, Grand Cayman Islands, Riohackess, Columbia, Florida, and many other islands and locations not readily known to the masses. Software deployments included transferring data from remote locations to the central point of mission control in Ft. Lauderdale, Florida. The “Master Maintenance Management” software program series was the first of its kind to monitor the DEW line to determine the “Operational Availability” (Ao) that monitored a UP status for the United States Air Force contractors. The Ao had to be better than 99% 24 hours a day. Our deployments included traveling in 10 wheel military trucks to the radar sites with guarded military personnel using M-16 weapons. Vandenberg Air Force Base, Cavalier Air Force Base, and the mission control at Ft. Lauderdale, Florida were a few of the locations where deployments were installed.

The “Daughters of Charity” brought a new level of cost containment and maintenance avoidance to hospitals from Texas, Oklahoma, Missouri, Alabama, Arkansas, Louisiana, and other states part of this group. Audited cost savings for this group is greater than \$10 million dollars per year.

Customer Service in the late 1990's to 2004 was one of the most important projects for group of facilities in St. Louis, Missouri called BJC Clinical Engineering. This included over 125 service personnel that provided service to clinic equipment throughout the state of Missouri and the midwest states. Application included a client/server program using the “Master Maintenance Management” software program series and a dozen or more clerical personnel handling incoming and outgoing services at their HELP Desk using the “Master Maintenance Management” software program series for a range of customers.

2002 marked the year for a new project where the customer Sacred Heart Clinical Engineering required billing on customers from Washington, Oregon, Idaho, and Wyoming generating over a million dollars a year. The “Master Maintenance Management” software program series provided a method to capture data from remote sites and bill out all facets of the services provided. The Clinical Engineering team now services customers with interfaces to the web for scheduled and unscheduled maintenance.

By and large, my experience has been associated with projects that needed attention for startups, cost containment, maintenance avoidance, planned maintenance, and control over corrective and demand maintenance. My entire career has been dedicated to defining what is needed to reestablish control of the maintenance operation and provide a new level of ownership for employees thereby empowering them for the company to be successful.

Customer References

Internet Web Customers

www.hbotc.com
www.cousteauwatches.com
www.cmmsworks.com
www.businessbythesea.com
www.paidlegalsolutions.com
www.lifeforceusa.com
www.excellencemagazine.com
www.skytyper.com
www.intheskyusa.com
www.wepayitforward.com
www.workorderangel.com
www.thewayitshallbe.com
www.havespeech.com
www.couponsking.com
www.couponsqueen.com
www.garagequeen.com
www.ohmandi.com
www.iammandi.com
www.tarzian.com
www.ralptarzian.com
www.elephantbrains.com
www.pdfusa.com
www.omeganomics.com
www.betternomics.com
www.basicnomics.com
www.eazylend.com
www.artofexcellence.com
www.featsofexcellence.com
www.talkingtuna.com
www.talkingteeth.com
www.justsaymandi.com
www.golfatdawn.com
www.skytypersusa.com
www.unstoppableexcellence.com
www.workorders.us
www.pmangel.com
www.hvacangel.com
www.maintenanceangel.com

Software Application Customers

Mission Community Hospital
Pomona Valley Community Hospital
Huntington Memorial Hospital
San Antonio Community Hospital
Langley USAF Base
Nellis USAF Base
SSM Health Businesses (120 facilities)
Tarrant County Hospital
Top Kick Productions, Chuck Norris
Moonstar RCPM
GrondorfField & Company
YES! Radio Productions
Staging Techniques (NY-Chicago-CA)
Exhibit Surveys
Test Equipment Corporation
Southwest Aerospace Corporation
Riverside Tappahannock Hospital
San Gorgonio Memorial Hospital
International Grace & Associates
Kenneth Norris Jr. Cancer
U.S. Air Force Base Hospital, Mather, CA
USN, Naval Regional Medical Center
US Penitentiary Hospital, Santa Barbara, CA
3M Medical Products
Good Samaritan Hospital and Medical Center, Portland
St. Benedict's Hospital
Utah Valley Regional Medical Center
Mt. Diablo Hospital, Concord, CA
LAC/Central Jail Hospital
Honeywell, Inc.
Kentucky Industries Center for the Blind
Texas Hospital Association
Johnson Controls, Inc.
Lompoc District Hospital
Alameda County General Services Agency
Leach Corporation
Southern Humbolt Community Hospital
US Penitentiary, Indiana
Fina Oil and Chemical
Naeve Health Care Association
Martin-Marietta Corporation
Little Company of Mary Hospital
The Wire Mold Company
Southwest Research Institute
Petaluma Community Hospital
BJC Hospital Group (100 facilities)
L'Oreal Retail Division
St. Jude Hospital
Rush-St. Lukes Hospital
St. Francis Hospital
St. Mary's Hospital
MD Anderson Medical Center
Spring Branch Medical Center
Baker Equipment Rental
Hewlett Packard
Santa Monica Hospital Medical Center
Paruxent Institution
John Hopkins Medical Center Service Group

Milwaukee Regional Medical Center
Los Angeles County USC Medical Center
City of Los Angeles-Material Management Accounting
Rancho Los Amigos Medical Center
Los Angeles County Information & General Services
Tulsa Regional Medical Center
Germantown Hospital & Medical Center
Greater Southeast Community Hospital
Grandview Hospital, Dayton, Ohio
Harris Methodist Hospital
Verdugo Hills Hospital
Redlands Community Hospital
Torrance Memorial Hospital Medical Center
LLU - Faculty Medical Center
LLU-Behavior Medical Center
St. Mary Desert Valley Hospital
Arab Union Contracting Company
CAMS, Inc.
Sterling Software, Inc.
Group Health Cooperative
Highline School District 401
Washington County Hospital Association
Swedish Covenant Hospital
Asante Health Systems
Shurflo Corporation
Perfection Machine and Tool Works
California Hospital Medical Center
Wilford Hall USAF Medical Center
Peace Health-Sacred Heart Medical Center
ITT Federal Services, Inc.
Thornton Hospital, John M. & Sally B.
West Jefferson Medical Center
St. Paul Medical Center
University of CA Irvine Medical Center
Sharp Memorial Hospital
Daughters of Charity Data Center
Snohomish County Public Utilities District
Baxter Perfusion Services/Baxter Healthcare Corporation
Frontier Biomedical
Odessa Regional Hospital
Charity Hospital of Louisiana
Methodist Medical Center Annex
Optical Coating Laboratory, Inc.
Medical Center of LA at N.O.-Charity
LSU Health Sciences Center
Samaritan Health Care
Crisp Regional Hospital
Auburn Regional Medical Center
Tift General Hospital
Sun Healthcare Group
Woodland Park Hospital - New American Healthcare Corporation
DeGraff Memorial Hospital
Henry Mayo Memorial Hospital
Greater Baltimore Medical Center Healthcare, Inc.
Dorchester General Hospital
Tillamook County General Hospital
More Than A Cook Book
LLU - East Campus Hospital
Loma Linda Community Hospital
St. Joseph Hospital
Scientific Clearing House, Inc.

Archbold Memorial Hospital (10 facilities)
Alamance Regional Medical Center
Loma Linda University Medical Center
Behavior Medical Center in Loma Linda
General Services Administration (200 plus facilities-Pacific Rim Region)

Software Development Customers

BJC Clinical Engineering (100 facilities)
Club Med International
Advantage RentACar
Budget RentACar
Rolls Royce
Hasbro Toys
United States Air Force (Defense Early Warning System- DEW Line)
Log-On-Data Corp (www.xstop.com)