

South Carolina Procurement Review Panel

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HON. C. BRIAN MCLANE, SR.
CHAIRMAN

June 27, 2016

Governor Nikki Haley
Office of the Governor
1205 Pendleton Street
Columbia SC 29201

Dear Governor Haley:

I am writing to you in my capacity as Chairman of the South Carolina Procurement Review Panel. As I am sure you are aware, the Panel has had a vacancy since the resignation of Melissa Dawson in February of 2015. Although I am certain your office has been working to identify and appoint a replacement for Mrs. Dawson, the Panel has been short staffed for over a year now. While the Panel has been able to fulfill its mission to conduct administrative reviews related to State procurement as mandated by section 11-35-4410 of the South Carolina Consolidated Procurement Code, scheduling hearings with the requisite number of members has been more challenging with only six Panel members.

I have recently become acquainted with someone whom I think would be a wonderful candidate for our vacancy. Her name is Sandra McGuckin, and she and her husband own and operate TCube Solutions here in Columbia. As evidenced by her resume, which is attached, Mrs. McGuckin has many years of experience in the business and IT fields. I firmly believe this background would be particularly helpful in light of the fact that IT procurements make up a large portion of the cases the Panel is asked to resolve. Mrs. McGuckin has expressed an interest in serving on the Panel, and I hope that you will consider her as a candidate. You may reach her by e-mail at sandy.mcguckin@tcubes.com or by phone at 803-429-3460.

Please feel free to contact me at 803-920-7140 if you have any questions. Thanking you in advance for considering my recommendation, I am,

Very Truly Yours,

15/ C. Brian McLane, Sr. (d/E)

C. Brian McLane, Sr., Chairman
South Carolina Procurement Review Panel

cc: Katie Philpott, Office of the Governor, Boards and Commissions
Sandy McGuckin, TCubes Solutions (via e-mail)

Sandra McGuckin
803-429-3460
Sandy.mcguckin@tcubes.com

EXECUTIVE SUMMARY

Results oriented IT business professional with extensive qualifications in all facets of business development, service delivery, and corporate services including HR, Legal, and Finance. Strong track record of leading IT billing system implementations. Focus on maintaining solid business partnerships and client relationships with over 20 years of software development implementations and IT experience in the in the property and casualty industry.

CORE COMPETENCIES

- IT Software Implementations
- Over 20 years expertise in IT Property and Casualty Software Implementations
- Strategic Business Planning
- Project Life Cycle Management
- Recruiting & Staffing Initiatives
- Staff Training & Development Programs
- Team Building & Leadership
- Customer Relationship Management

PROFESSIONAL EXPERIENCE

TCube Solutions

January 2013 to Present

Owner/Director of Corporate Services

- Facilitates Property and Casualty software/IT project implementations. Involvement includes sales support, planning and overseeing the execution of the project lifecycle.
- Works closely with the customer at all levels (senior level and project team) as needed to ensure that the projects go as planned and customers are referenceable.
- Manages administrative staff to include: finance, legal, human resources
- Financial Management
- Organizational development
- Develops and implements all personnel hiring, assignments, and training
- Team building and leadership
- Trusted Advisor to CEO
- Assist in growth of small IT business from 1 employee in USA, to a total of 280 worldwide.
- Partner with senior leadership in development of workflow and process procedures in all areas of the organization

Computer Sciences Corporation

1986 - 2004

(Previously Policy Management Systems Corporation)

Senior Account Implementation Manager

- Account Manager responsible for Property and Casualty software project implementations.
- Involvement includes sales support, planning and overseeing the execution of the project lifecycle.
- Responsible for the overall planning, scheduling, and execution of all stages of enterprise software, hardware, and system implementation and delivery engagements, including subsequent post-implementation support.
- High-profile client partnerships ranged from U.S. based mid-range companies to multi-national program engagements for +\$4 Billion companies; with implementation projects spanning from \$1 million to \$10+ million budgets.

- Forecasted and tracked overall program revenue and expenses, including budget maintenance, monthly invoicing, and aged receivables management.
- Responsible for the successful implementation of large scale IT Property and Casualty Insurance Billing Implementations
- Professional services/delivery
- Project planning
- Project management
- Business scope
- Resource management
- Strategic planning and execution
- Workflow analysis/improvement
- End User Training