

Darren Hart

# RESUME



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# PERSONAL

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*I am a non-smoker,  
my health is excellent  
and I enjoy life.*

*My energy is  
legendary.*

<b>NAME</b>	Darren Andrew Hart
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<b>PHONE NUMBER</b>	+64-6-868 3611
<b>AGE</b>	42
<b>DATE OF BIRTH</b>	Second of March 1969
<b>PLACE OF BIRTH</b>	Gisborne
<b>NATIONALITY</b>	New Zealander
<b>CHILDREN</b>	Abigail 15 & Nathan 11 y.o.

# ACADEMIC QUALIFICATIONS

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1973 – 78	Te Wharau Primary School
1979 – 80	Ilminster Intermediate School
1981 – 85	Gisborne Boys' High School

## QUALIFICATIONS

### School Certificate Grades

Accounting	60
Economics	78
English	62
History	65
Mathematics	58
Science	71

### Sixth Form Certificate

English	3
Accounting	5
Economics	4
Mathematics	5
Physics	5

### University Entrance

Accredited in;  
English  
Accounting  
Economics  
Mathematics  
Physics

## INTERESTS

Running  
Reading  
Surfing  
Martial Arts  
Technology  
Leadership  
Personal Development

# WORK EXPERIENCE

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In 1981, at Gisborne Boys High School was where I first became interested in computers. I was one of the founding members of the computer club in Form Three and by Form Six I had become the computer lab manager looking after 20 Apple IIe computers – swapping cards, writing programs and overseeing timetables of computer room usage.

1985 – 1989

## ANDAS Engineering

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Systems Engineer / Service Manager

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*It was my keen interest in computers and my desire to work with technology on a daily basis that led me to leave school and start work with ANDAS Engineering.*

Trained in Servicing;

- Cado Minicomputers and Cadol operating systems
- Qantel Minicomputers and operating systems
- Olivetti Personal Computers and Network Fileservers
- Telex Communications products
- Pipitea & Cumberland Government network products
- Olivetti Electronic Typewriters and WP Systems
- Datasouth system printers.

I worked as a field systems engineer for ANDAS Engineering and later as Service Manager for Baycom Computer Systems when ANDAS sold it's Gisborne branch to the manager of that time.

At the age of 19 was was appointed as Service Manager for Baycom, which entailed being responsible for a team servicing and maintaining everything from fax machines and photocopiers right up to Minicomputers in legal office's and mainframe peripherals in government departments.

I was at that time the youngest engineer in the Southern Hemisphere responsible for supporting Cado minicomputer sites.

Sept 89 – Nov 93  
Advanced Micro Professionals (AMPS)

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Managing Director

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*After 4 years of practical experience in the service field under ANDAS Engineering, I felt it was time to develop my own business skills and pursue a more sales orientated role and therefore I established my own company - Advanced Micro Professionals.*

In September of 1989 I started a company in league with my younger brother and a personal friend. AMPS operated as a computer retailer supplying and installing small to medium business computer solutions.

The business grew to encompass several large third party service contracts including Trilogy Business Systems, Bull Information Systems, Olivetti Network Services, Honeywell, Hermes Precia, Mischa Coin Scan and Computerland.

The above contracts saw me working with clients such as Inland Revenue, Social Welfare, Travel Agents, Legal offices, factories, medical offices and other “mission critical” applications.

My forte was Novell but I also gained experience with Lantastic, OS/2 and Lan Manager network operating systems. Having to also manage and service Unix and Xenix sites as well as other proprietary operating systems allowed me to gain a broad understanding of multiuser operating systems.

Business wise, during this time I secured for our company the first Dick Smith franchise in New Zealand. I was successful over 8 other applicants. This saw our customer base for PC's and home computing products increase by over 500%.

We also secured another business, a television and aerial repair company that we ran to secure larger service facilities. As well as this I opened another premises in Rotorua, retailing consumer electronics products. All told our total staff was 11 people operating out of three premises. Total sales for the business during this period was over 3 million dollars.

Over this period we grew a substantial team of people across our three businesses so I was involved with the recruitment, management, leadership and at times, when necessary, disengagement of people, at a very young age.

*My desire to work on larger and more complex sites led to me finish my association with AMPS in November of 1993 and join with another local service company that had a number of large third party service contracts.*

This company saw us securing the majority of third party servicing in the Gisborne district, ~ 90% of all large service contracts. Along with this I ran a very successful sales and installation division that encompassed Novell products, Microsoft Software, Compaq PC's, Toshiba Portables, HP Printers and Acorn high performance Risc PC's.

It was at this time I became heavily involved in manufacturing and factory automation systems.

I became the technical lead for a major initiative by Heinz Watties in the integration of a factory automation solution to drive efficiencies in manufacturing in their Gisborne pet food manufacturing facility along with other operational aspects of their businesses here including HR management, payroll and ERP (enterprise resource planning).

Over this period I was involved in the improvement and operation of many different types of organisations in a variety of sectors. From agriculture, education, government, distribution / logistics and manufacturing.

Feb 95 – June 95  
**J Wattie Foods / Best Friend Pet Foods**  
Information Systems Engineer

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*In January of 1995, after careful consideration, I decided that I needed to change my focus in order to obtain the quality of life that I expected after 10 years working within the industry. It was for this reason that I left The Computer Service Centre in the first week of February 1995.*

I left The Computer Service Centre and gained immediate employment with Best Friend Pet Foods as a contract network support specialist.

Within the first six weeks with Best Friend I had completely re-engineered the security system and login process of their network as well as fully documenting all aspects of the system.

In March J.Wattie Foods Ltd employed me on a permanent basis to provide effective end user support and to assist with a number of projects that the J Watties group were rolling out.

In this role I gained further exposure to manufacturing and factory automation systems. It has also allowed me to be instrumental in designing network management structures that allow the Information Systems resources to be used more effectively.

I was also involved with the implementation of the Data Warehousing system for the Watties Group as well as acting as project manager for the establishment of hardware and network infrastructure standards for the entire group.

July 31st 1995 – February 1996

Cedenco Foods Ltd

Information Systems Manager

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*At the end of June 1995, through personal contacts, I heard that Cedenco were in need of a skilled Systems Administrator. I entered into negotiations with their Human Resource team and was successfully appointed in their new role of Information Systems Manager.*

At the end of July 1995, I took up a new challenge with Cedenco Foods Ltd.

At a time when Cedenco was expanding into numerous offshore markets, my brief was to revamp the information systems within the company to cope with distributing company data over a world wide network infrastructure.

With my major strengths in networking, communications and process manufacturing, along with my skills in melding people, process and technologies, this was a role that I felt would allow me to extend my skills and knowledge in the field of corporate management systems.

During my time with Cedenco I upgraded the entire network client interface to Windows 95 (one of the earliest adopters of the platform in NZ) as well as migrated all users from Lotus (Dos and Windows) to MS Excel and all Word Perfect users to MS Word.

I also implemented MS Exchange as the Email system across the two divisional servers, field operations and production, via an ISDN connection.

Apart from this I was also instrumental in implementing new cost effective thermal printing technology for the production operations and implemented many new systems across both the LAN and WAN.

## February 1996 – December 2000 Self Employed Contractor

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Contract Network Manager

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*In January of 1996, I found that Cedenco's expansion plans were not going to happen as quickly as first portrayed, I decided that I needed to change my focus in order to pursue my long term goals in the computer industry – and hence became a Contract Network Manager.*

In February 1996 I established NetworX to meet a need that I perceived many organisations had at that time. The need for skilled systems management people had become paramount with the amount of information that resided on PC based networks.

Many found it difficult to justify a full time person in such a technical role – however the need was just as pressing.

Hence I formed NetworX to service the technology management issues of corporates and small to medium enterprises that realised the importance of systems within their organisations, but preferred to outsource the skills required.

As well as acting as IT Manager for several large organisations in our local area, I also acted as project manager for several Enterprise Resource Planning / Supply Chain Management software upgrades and installations around New Zealand.

Life was good.

December 2000 – June 2008  
Infinity Solutions Ltd / Fujitsu NZ Ltd

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Regional Manager

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*Towards the end of 2000 I was approached by Comtex, one of the constituent companies in the Infinity merger keen to establish a presence in Gisborne – the opportunity to cash out was compelling and hence I sold my business to Infinity Solutions.*

The opportunity to learn the inner workings of a corporate and learn best practice around service delivery of complex solutions seemed a logical progression in my career path.

When I started the Infinity Gisborne branch there was myself and one part time junior engineer. Over this time we achieved the following;

- Positioned Infinity Solutions Ltd as the premier choice for IT support & services in the region
- Created & delivered opportunities using leading edge products and technologies in such a way that significant business partners held us up as examples of how to create value
- Become known across the company and by our business partners as not only a Thought Leader in the practical application of technology to problems – but also as a “Mover and Shaker”
- Grew the Gisborne team to 12 highly skilled and motivated members – (over half of which we attracted from outside of the district)
- Created a culture of excellence, high performance & fun
- Increased our client base to include 8 of the top 10 target accounts in the region
- Implemented a small data centre – the first of its kind in the country, providing Software as a Service, Disaster Recovery and Business Continuity Services to leading organisations around the district and the country
- Commissioned a total ITC infrastructure solution for a 4+ star hotel project including video on demand client services via IP (another first in NZ), and totally integrated voice, IP and client services with their Property Management System
- Created a unique business model around providing value added services integrated with Internet Access Services

Over this period I further developed and honed valuable leadership, management and operational support skills. I was proud of the strategic role that I played in the development of the business here in Gisborne and the nature of the relationships developed between our staff and customers.

*Following the acquisition of Infinity Solutions by Fujitsu corporation in October of 2007, I began considering my options.*

*Coupled with a desire to set a "change of pace", I decided to once again pursue my entrepreneurial passion.*

In the early part of 2006 I developed an interest in both Internet Marketing, eCommerce and cellular integration services.

Consequently I began developing several concepts around how to integrate cellular networks with traditional web based services.

As such I've undertaken several projects and have both technical and management roles in several online entities.

These entities are still in their infantile development stages but are in diverse sectors including property conveyancing, personal development, search engine optimisation, mental health and change management.

My involvement with these businesses at present is still far away from being a full time requirement and as such I am well placed to take on a fixed term position.

## Darren Hart

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**From:** Impulse  
**Sent:** Friday, 7 July 2006 12:19 p.m.  
**To:** IS All Staff; Infinity Group Directors  
**Subject:** Impulse - 7th July 06



**Impulse**



I am in Gisborne today. It is always exciting visiting Gisborne, and recognise a success story. When I reflect on the last 4 years, the growth **Darren Hart** and the team have achieved is fantastic:

- the team has grown from 4 to 9 people;
- within the team individuals have developed new skills and changed roles and responsibilities as they have grown;
- long term customer relationships have been developed and enhanced - we have a real depth of mutual knowledge respect and trust with the likes of Cedenco and Leaderbrand after working with them for many years;
- new prospects have been planned for, pursued and won as customers eg Juken, The District Health Board; Emerald Hotels;
- new capability and products have been developed to address some of the local market requirements - e.g. there was no fixed line infrastructure so we developed a wireless solution; the building in which the Infinity Solutions office is located was purchased and refurbished / rebuilt to create a new hotel / office building - this was an opportunity to win a new customer in Gisborne, relocate our office and have the new office include a data centre to house the hotel's infrastructure and ours!

Even with all this development we are really only just beginning. The most exciting part is that having developed new capability and customers, the excellent reputation of the team is now being recognised in the local market. The expertise and experience that now underpins this reputation has taken many years of hard work to build and be recognised and now promises to deliver the next stage of exciting growth and opportunity.

To **Darren** and the excellent team, well done and thank you.

**Good luck and happy days,**

Stuart

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# Fujitsu buy-in injects world-class technology

ONE of New Zealand's most distinguished engineering salesmen, Bill Hartley, would send a cartoon to businessmen who did not have time to see him.

The cartoon showed a medieval knight in armour about to go into battle, rushing past a salesman, and saying – "Look, I don't have time to see salesmen, I've got a war to fight!" The puzzled salesman is standing by a machine-gun.

With the recent acquisition of Infinity Solutions by Fujitsu New Zealand, Gisborne businesses now have the opportunity to tap into one of the largest pools of IT knowledge in the world, says Fujitsu's regional manager Darren Hart, who has been in IT for 20 years.

As the time it takes for technology to make sword to machine-gun leaps becomes less each year, so the time of putting an IT strategy in place and forgetting it for five years has pretty much gone, said Mr Hart.

"On one hand, there are opportunities lost by not handling information in the most effective way, or by failing to utilise time and labour-saving technology. On the other, new threats are emerging daily from increasingly sophisticated viruses and methods of siting information, as well as the unnecessary money some businesses pay internet providers to deliver spam – the unwanted e-mails which now comprise around 80 percent of global email traffic."

Mr Hart joined Infinity Solutions in 2000 and is already familiar with many of the region's top businesses. The service they are used to getting from the tight-knit team in the Reads Quay office won't change with the name, but the technology options available to them will, he says.

"Not many people (in this country) have heard of Fujitsu as an IT provider, but they are the third-largest IT Services business in the world and employ over 160,000 people supporting customers in 70 countries.

"Fujitsu acquired Infinity Solutions to give them another tier of business to work with in New Zealand, along with our wider geographic coverage, and as such we will be able to offer Gisborne businesses some world-class technology to help them with network management, server and workstation deployments, information and physical security, data storage, internet connectivity and legal compliance. We have got products and services that allow our customers to take a fresh look at data storage, backup, disaster recovery and business continuity."

Businesses underestimate the value of their data at their own risk, he says.

"The data and information a business collects is integral to its success, and it can be vulnerable to threats to both data integrity and the infrastructure that delivers that information to end users, this can have significant implications on the profitability and

Fujitsu... "the third-largest IT Services business in the world."



Some of the team at Fujitsu – Andy Merrimott, Darren Hart, Joshua Robinson, Linda Hermon and Todd Webster.

efficiency of any business."

If anything, the isolation of our region has made us more tech-savvy, says Mr Hart.

"In the past Gisborne may have been seen as a backwater, but that's 180 degrees wrong. We have done things here that our people in Wellington and Auckland have yet to replicate but are now switching on to as the way of the future. In the areas of application hosting, value-added internet connectivity solutions such as e-mail spam control and virus cleansing, as well as creative ways to save communications costs with voice over IP technologies and circuit aggregation – we are a long way ahead."

Fujitsu have recently invested a significant amount of capital into creating a data centre facility here in Gisborne. Under the guidance of Mr Hart, this investment was made to bring to provincial New Zealand services that are typically only available in larger centres.

The data centre capability was undertaken to help businesses in

New Zealand and arguably the rest of the world meet a common set of needs, says Mr Hart.

- The need for predictable IT costs.
- The reduction of complexity in the IT environment.
- Maximising IT availability and proactively managing capacity.
- Reducing capital costs while extending functionality.
- Minimising the risk associated with communications failure.

"In short, what we have done is made the investment so that our customers do not have to.

"Effectively we will look to share the benefits of this technology investment with the local business community by way of charging cost-effective monthly fees for innovative world-class services, rather than each customer having to fund significant IT investments of their own."

## GISBORNE IT USERS LEFT BEHIND

PERCEPTION is one thing, reality is another.

FUJITSU New Zealand Ltd, formerly Infinity Solutions, has a key established branch in Gisborne providing world class IT products and services, a standard that sits alongside major cities.

With a superior approach to customer service, extensive range of 'best-of-breed' products, proven methodologies and practices, they support businesses to transform and grow. Fujitsu New Zealand is changing the way businesses use and apply technology. Staff are able to fully embrace and maximise systems, thereby allowing them to concentrate on core business and not IT issues. Predictable IT costs, reliability and minimal complexity are at the forefront of systems and policies offered while meeting each unique business requirement.



THE POSSIBILITIES ARE INFINITE

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