

# DAWN M. FOSTER

[Compiere Blog](#)

[Open Culture Blog](#)

[Online ClaimID Portfolio](#)

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## TECHNOLOGY INDUSTRY EVANGELISM:

**Speaking Engagements:** Presentations or panel sessions at industry events including SXSW, OSCON, OSBC, FooCamp, BarCamp, others.  
**BarCamp Co-Organizer:** Co-Organizer of the Portland BarCamp event and the monthly Portland BarCamp Meetup networking events.  
**Blogging:** Author of the Open Culture Blog. One of the 5 original Intel.com bloggers (Trends in Web 2.0 blog). Created the Compiere Blog.

## PROFESSIONAL EXPERIENCE:

**COMPIERE 2006 – Present:**

### Director of Community and Partner Programs:

- ◆ Responsible for redesigning the Compiere partner program and managing relationships with Compiere's network of nearly 60 partners worldwide. Created new partner and support contracts in support of these programs along with legal counsel.
- ◆ Manage all aspects of the relationship between Compiere and the open source community.

**INTEL 2000 - 2006:**

### Manager / Program Manager / Product Manager / Strategist / Planner:

- ◆ Responsible for Intel's global open source engagement strategy and planning for Linux operating system vendor enabling.
- ◆ Managing and negotiating multi-million dollar contracts, including contract amendments.
- ◆ Managing a staff of program managers including performance reviews, budgets, hiring, career development, coaching, and more.
- ◆ Responsible for strategic planning and program management for Intel's third party tools enabling programs to provide software vendors with the resources required to port their products to Intel architectures.
- ◆ Program management for several large accounts to monitor progress, keep their project plans in sync with Intel's, and provide timely information on new products or marketing programs.
- ◆ Driving organizational actions through market research that measures our progress toward the vision of gaining recognition for Intel's role in software across Intel's 3000 person Software and Solutions Group.
- ◆ Product manager challenged with taking a blank, pre-release system and turning it into a product with improved user experience.
- ◆ Certified instructor for Working at Intel (mandatory course to educate all Intel new hires on Intel culture).

**THE TIMKEN COMPANY 1995 - 2000:**

### Information Technology / E-Business / Marketing:

- ◆ Facilitated between a business unit and the IT group to design and oversee the implementation of a web-based reporting system for Timken's e-commerce extranet. These reports provided summary statistics, highlighted all individual customer behavior, and helped identify the potential for over \$1.5 million dollars in lost opportunities.
  - ◆ Directed the business functionality of Timken's e-business site within the Industrial business unit, which at the time had an average of \$12 million worth of product inventory inquiries per month.
  - ◆ Led a project to design and implement a software solution to facilitate the use of a Stage/Gate process at a global level for new business. Installed the software and conducted training in the United States, France, and England for senior management users.
  - ◆ Performed all the duties of a UNIX system administrator. Configured and installed servers. Managed TCP/IP networking applications - DNS, NFS, etc. Provided user support and training.
  - ◆ Experienced with C language programming, databases/SQL, writing HTML code, and scripting.
  - ◆ Created market research for several industrial markets, produced and distributed written communications to senior management, and presented findings to senior management.
  - ◆ Conducted competitor analysis for programs relating to new bearing and steel businesses.
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## EDUCATION:

MBA – Executive Management, Ashland University 2000 – G.P.A. 3.9.  
B.S. – Computer Science, Kent State University 1995 – G.P.A. 3.4.

## CAREER HISTORY:

### Compiere

Director of Community and Partner Programs      2006 - Present

### Intel

Manager / Strategy      2001 – 2006  
Marketing Program Manager      2000 – 2001

### The Timken Company

Program Principal – E-Business      1999 – 2000  
Senior Market Analyst      1998 – 1999  
Programmer/Analyst      1995 – 1998