

# David J. Pokorny

(702) 630-5100  
[dave@godave.com](mailto:dave@godave.com)

## OVERVIEW

My key attributes combine team leadership skills with technical know how to turn vision into reality. Strength in the disciplines of product design, software development, graphics, hardware engineering, QA, finance, marketing and “whatever it takes” work together to accomplish that. Building and leading project teams that can deliver successful results, not just promises, is my goal.

## EXPERIENCE

2010 – Current

DEQ Systems Corp. Las Vegas, NV (Headquarters in Quebec City, Canada)

### VICE PRESIDENT OF CUSTOMER SERVICE

- Leadership of team members for worldwide service, installation & training of DEQ table game products; participate in executive management of operations; support new product development

2005 – 2010

Shuffle Master, Inc. Las Vegas, NV

### PRODUCT MANAGER, TABLE GAME PROGRESSIVES

- Launched progressive games business on the Shuffle Master and Game Manager® progressives
- Installs and lease revenue increased over 300% in during my last 3 years in this position
- Involved in functional specification of product revision to cost reduce equipment by about 33%, and manufacturing by over half
- Responsible for the 1<sup>st</sup> Game Manager installation of 12 tables within 6 weeks of completing the acquisition from PGIC; instrumental in establishing MRP integration after acquisition
- Developed standardized math model (“par sheet”) to reduce progressive payable development from several weeks down to less than a day, with integrated pro-forma & graphical breakdown
- Presenter at trade conferences, shows and panels (like G2E Institute) on gaming technologies, such as smart table (card recognition and RFID bet recognition)

2004

VendingData Corporation Las Vegas, NV

### DIRECTOR OF PRODUCT DEVELOPMENT

- Managed R&D team for Random Plus™ card shuffler & transfer of PokerOne™ card shuffler to China for manufacturing
- Assisted in transfer of R&D to China, prior to shutdown of North American R&D operations

2003 – 2004

Aristocrat Gaming, Inc. Las Vegas, NV

### PROJECT MANAGER

- Managed the project, schedule, customer contact, 6 to 12 employees, and risk mitigation for installation of the OASIS slot information system product at the client’s casino. Managed 4 projects simultaneously on an 8 to 12 week project cycle

2001 – 2003

WMS Gaming, Inc. Las Vegas, NV

### SENIOR PROJECT MANAGER (PROGRESSIVE SYSTEMS)

- Responsibility for project leadership in the development of a wide area progressive product involving the disciplines of system development, implementation of protocols in the OS, WAP game development, custom hardware development, testing, product safety, and compliance
- Key personal WAP responsibilities also included schedule management, coordination of interdepartmental activity, and vigilance toward minimizing risk issues; authored the requirements and protocol for meter communications; authored new project change control process
- Initiated review of WAP system protocol for inclusion in GSA standardization meetings
- Directed development work of new slot platform/OS with 3<sup>rd</sup> party, and ported WMS games, with over \$1 million budget

1997 – 2001

Bally Gaming & Systems, Inc. Las Vegas, NV

### PRODUCT DEVELOPMENT MANAGER OF LINKED GAMES

- Expedited completion of 3 Betty Boop themed slot machines, from inception through market deployment, in 12 weeks to preserve the Thrillions Wide Area Progressive launch date in Nevada, which resulted in \$14 million in revenue in the first year, \$30+ million in second year of operation
- Coordinated and managed multiple project priorities involving all aspects of product and game development, including software, game design, art, mechanical & electrical, art, QA and regulatory
- Supported the launch of Thrillions in the additional jurisdictions of Connecticut and Mississippi

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## ENGINEERING MANAGER (ADVANCED PRODUCTS)

- Technical leadership of engineering team responsible for specialty game creation, new game prototyping, Internet development support, and wide area protocol development
- Deliverables for one year included the Bellringer participation game, Thrillions wide area progressive game protocol, technical support of an Internet poker game, game sound packages, and several niche game prototypes

1996 – 1997

Hasbro Interactive Beverly, MA

### SENIOR PRODUCER

- Shipped: Othello (Win 95), Monopoly (for the PlayStation, Mac, and PC - Japan/EC), Connect 4
- Monopoly PC responsible for over \$200 million in revenue
- Launched Star Wars Monopoly development with \$2 million budget
- Leadership responsibilities included coordination of all production tasks, scheduling, contract/milestone management, game design, working with developers toward implementation, localization, creation of project documentation & user manual, QA, and fulfillment

1993 – 1996

Westwood Studios Las Vegas, NV

### PRODUCER

- Shipped: Monopoly (PC), Kyrandia 3: Malcolm's Revenge (PC/Mac), Dune II (Genesis), Kyrandia 2
- Designed Monopoly AI statistical model
- Managed contracts, budgets, art/text/script assets, localization, QA, fulfillment; authored manuals

1990 – 1993

Reynolds Electrical & Engineering Co. Las Vegas, NV

### SENIOR DATABASE ADMINISTRATION SPECIALIST

- Authored DBA/System Mgt. tools for automated DBA activities; supported internal helpdesk; DBA on 80+ computer WAN (query optimization, tuning, backup, data management)

1986 – 1990

McDonnell Douglas Corp. Huntington Beach, CA

### SENIOR PROGRAMMER / ANALYST / DATABASE ADMINISTRATOR

- Oracle & IMS tuning, modeling; data dictionary development to IDEF 1-X standard

## EDUCATION

University of Nevada, Las Vegas

6/91 - 12/92

Master in Business Administration (GPA: 4.0 / 4.0)

6/82 - 5/86

Bachelor of Science in Computer Science

6/82 - 5/86

Bachelor of Science in Business Administration

Majors: CS, MIS, Management, & Quantitative Management Systems

## SKILLS

MS Office; Access, Project; VBA; SQL; limited VB.NET

## CERTIFICATIONS

- Project Management Professional (PMP®), from Project Management Institute (#418084)
- Certified Product Marketing Mgr. (CPMM), from AIPMM (#8971099)
- Certified Product Manager (CPM), from AIPMM (#8971098)
- Patents Pending – 20080287185 and others

## HONORS

- Phi Kappa Phi Honor Society
- Charter Member Beta Gamma Sigma Honor Society for Business
- Sigma Iota Epsilon Professional Management Organization
- Charter Member Upsilon Pi Epsilon Honor Society for Computer Science

## ACTIVITIES

- Perform volunteer coding/maintenance for NV Dental Hygienists membership database
- Toastmasters member – ACB & ALB designations completed
- Authored game software reviews for a nationally published video game magazine
- Maintain Bonanza High School Alumni website ([www.bonanza.ws](http://www.bonanza.ws))

## REFERENCES

References available at [www.GoDave.com](http://www.GoDave.com).