



## PROFILE

I have over 35 years of experience in all aspects of IT R&D, software product development, and implementation from technical, management, and sales perspectives. I am experienced in B2B and AI applications with 20 years of experience working with many of IBM's clients and business partners. I believe the key things that I can offer are extensive experience in a broad range of technologies and years of experience working with both technical and C-suite personnel in multiple industry verticals. I understand their issues and can talk to clients as a trusted advisor.

## RECENT PUBLICATIONS

(click links below)

["Revolutionizing Capital-Market Operations in the Fourth Industrial Era"](#)

["GenAI and HFT: A Competitive Edge?"](#)

["FinTech and AI Driving the Next Wave of Innovation"](#)

["How Generative AI Could Improve T+1 Settlement"](#)

["What AI can \(and can't\) do for advisers"](#)

## CONTACT

[Ken.schoff@kschoffit.com](mailto:Ken.schoff@kschoffit.com)  
+1 (917) 683-4442  
New Braunfels, TX

[www.kschoffit.com](http://www.kschoffit.com)  
[www.linkedin.com/in/kenneth-schoff-a212123b](http://www.linkedin.com/in/kenneth-schoff-a212123b)  
<https://www.credly.com/users/kenet-h-schoff>

# KENNETH SCHOFF

## EDUCATION

**Yale University** - Graduate studies in Artificial Intelligence, 1985-1987

**University of Pittsburgh** - M.S. in Physics, 1975

**Bethany College** - B.S. in Physics minoring in Mathematics and, also, Theatre, 1974

## RECENT WORK EXPERIENCE

### KSCHOFF IT L.L.C.

2024-Present

IT consulting and training as an IBM Business Partner.

### IBM Software Principal Partner Technical Specialist

2021-2024

Advise and enable IBM business partners in selling and supporting IBM software products on distributed, cloud, and mainframe systems.

### Sterling Commerce and IBM Sterling – Solutions Engineer

2005-2021

Technical Sales for IBM Sterling software with a focus on B2B integration covering clients worldwide primarily for supply chain and financial applications.

### Prior Experience Summary

Software and AI systems development and for Aerospace Engineering R&D, Financial Services, and Supply Chain applications. I have extensive experience in software requirements analysis, product development, technical sales, and deployment. I have assisted clients on five continents.

Experience history is listed in the highlights section below.

## SKILLS SUMMARY

Applications for B2B and AI on distributed, mainframe, and SaaS systems. Recognized Teacher, Educator, Speaker, Presenter, Mentor, and Manager. Recognized for industry expertise in Financial Markets and Supply Chain.



## Experience Highlights

<b>KSCHOFF IT L.L.C.</b> 2024-Present	Software architecture and deployment projects as a sub-contractor to IBM and CoEnterprise, LLC.
<b>IBM Technical Sales support for IBM Sterling Clients and Business Partners</b> 2005-2024	<p>Technical Sales for IBM Sterling software products with a focus on B2B integration and AI for Financial Services and Supply Chain. In depth knowledge of the IBM Sterling suite of B2B products. Support for Worldwide Technical Sales. In addition to Sterling's distributed software products, I was the sole IBM resource supporting technical sales, training, and implementation of Sterling's Connect:Direct zOS software for several years.</p> <p>I joined Sterling Commerce in 2005. IBM acquired Sterling Commerce in 2010.</p>
<b>Principle Consultant</b> 2004-2005	SmartStream IT consulting.
<b>Technical Sales and Consulting</b> 1998-2004	<p>Sales Engineer supporting Vitria Technologies software for the US east coast. The software is an integration server for B2B connectivity with a focus on Banking and Financial Markets.</p> <p>For Financial Markets applications, I developed a distributed match engine for the Global Straight Through Processing Association (GSTPA) project with SWIFT and the Depository Trust and Clearing Corporation (DTCC).</p> <p>Consulted on various projects including support for software installation, mentoring, and EDI communications for financial and telco applications.</p>
<b>Systems Architect</b> 1996-1998	PSW Technologies IT Consulting.
<b>Director of Engineering R&amp;D</b> 1994-1996	Responsible for the engineering teams at Summagraphics Corporation for digitizer development, directing the completion of electronic products under development, implementation of software supporting digitizer products and the research and development of innovative technologies. Led and provided technical contributions for the development of Artificial Neural Networks for computer graphics applications.
<b>Software Product Development Manager</b> 1990-1994	<p>Project Manager and Technical Consultant implementing a workflow management system for The Continuum Company in Austin, TX. Prospects were Continuum's primary customers in the Insurance industry. The workflow product also allowed Continuum to begin selling into banks such as Credit Suisse and Zurich Kantonal.</p> <p>The workflow software applied rigorous object-oriented analysis and design methodology. It used an innovative design approach incorporating rule-based dynamic workflow generation using a forward chaining inference engine and task assignment based on fuzzy logic. We described it as fully buzz-work compliant.</p> <p>Invited by the Black Forest Consortium to participate with senior representatives of major European and multinational corporations studying workflow technology.</p>
<b>Senior Software Engineer</b> 1988-1990	Systems development for U.S. Army and other Federal market applications. Responsibility for Artificial Neural Network, Case Based Reasoning, and Expert Systems applications for Mystech Associates, Inc., Falls Church, VA.
<b>Project and Technical Lead for Aerospace and AI Applications</b> 1977-1988	<p>Responsible for the core group for Artificial Intelligence applications at Textron Lycoming in Stratford, CT. Led the development of AI systems for gas turbine engine diagnosis and CIM (Computer Integrated Manufacturing) factory design.</p> <p>Supervised the development of CAD/CAM systems, engineering design applications, and data management systems for Aerospace engineering and manufacturing.</p>