

portfolio of **JOHN-PAUL OVERTON**

jooverto@cisco.com / 910.540.1005





/ online ads

JOHN-PAUL OVERTON



FREE Apple Pay™ & Android™ Pay Terminals

Get started accepting with a free terminal and accept the newest payment type in your store.



Groovv

Groovv

Social advertising campaign
Design & Creative Direction



Groovv
CREDIT CARD PROCESSING
made EASY for SALONS

1.39%  per swipe

Groovv
CREDIT CARD PROCESSING
made EASY for FLORISTS

1.39%  per swipe

Groovv
CREDIT CARD PROCESSING
made EASY for CHIROPRACTORS

1.39%  per swipe



Groovv

1.39%  per swipe





**EASILY
CONNECT TO
SALESFORCE.COM**

FREE TRIAL

PROGRESS DataDirect **CONNECT NOW**

"The world leader in data connectivity"

Progress DataDirect

Remarketing campaign to promote new branding & Salesforce.com connectivity
Design & Creative Direction

EASILY CONNECT TO SALESFORCE.COM **CONNECT NOW**

"The world leader in data connectivity" **PROGRESS DataDirect**

**EASILY
CONNECT TO
SALESFORCE.COM**

"The world leader in data connectivity"

FREE TRIAL

PROGRESS DataDirect **CONNECT NOW**

AppExchange

Application banner for Salesforce AppExchange
Design & Creative Direction

Progress | DataDirect.

**EASILY INTEGRATE
SALESFORCE DATA
W/ YOUR EXISTING REPORTING APPLICATIONS**



/ print ads

JOHN-PAUL OVERTON



Progress DataDirect

Tradeshow paper handout / advertisement
Design & Creative Direction

PROGRESS
software

EMBRACE BIG DATA DON'T DROWN IN IT

With Progress DataDirect, you get the right data at the right time *regardless* of data source.

That's BIG. That's Progress | DataDirect.

Visit datadirect.com Tel (800) 876-3101

Cisco live!
Innovation in Action
Customer Innovation Event

WELCOME to the in-person panel discussion hosted by Paula Dowdy, SVP Cloud Software & Managed Services.

PANEL INCLUDES:

- Jim Green
Data Virtualization Suite
- Tom Noonan
Energy and Asset Management
- Sean Lynch
Cisco OpenStack® Private Cloud
- Mike Flannagan
Solutions Platform Group
- Joel Kremke
Covisint



Cisco live!
Innovation in Action
Monday, June 8, 6-8pm; Roy's of Hawaii, Marriott Hotel

YOU'RE INVITED to an in-person panel discussion hosted by Paula Dowdy, SVP Cloud, Software & Managed Services.

You will hear from great innovators and receive inspiration for how you can drive some of this innovation into your organization.

FULL BAR & APPETIZERS

PANEL INCLUDES:

- Jim Green
Data Virtualization Suite
- Tom Noonan
Energy and Asset Management
- Sean Lynch
Cisco OpenStack® Private Cloud
- Mike Flannagan
Solutions Platform Group
- Joel Kremke
Covisint


Paula Dowdy
SVP of Cloud, Software & Managed Services



Cisco

CLUS cloud event handout / banner
Design & Creative Direction



Progress DataDirect

Magazine advertisement in Software Magazine
Design & Creative Direction



**GOOD LUCK,
BUCCANEERS,
FROM YOUR
BEDFORD
NEIGHBORS AT
PROGRESS!**

progress.com

Progress DataDirect

Magazine advertisement for EMEA vendors
Design & Creative Direction

**BIG DATA
BIG DEAL**

BIG CLOUD/DATA EXPO
Santa Clara, November 5-8, 2012

As a Platinum sponsor, Progress | DataDirect would like to invite you to attend the conference as our guest. Request your free conference pass today!

Visit: datadirect.com/BigDataExpo

Progress | DataDirect.

Progress Software

Sponsorship advertisement in sporting media guide
Design & Creative Direction

Progress DataDirect
THE WORLD LEADER IN DATA CONNECTIVITY

**The Most Reliable,
Best Performing,
IBM DB2 ODBC/JDBC Driver**

The DataDirect ConnectODBC/JDBC drivers for DB2 delivers the best performance and scalability for applications connecting to DB2.

- > Unique wire protocol Connect drivers eliminates the need for DB2 database client libraries to connect to the DB2. Increasing throughput and scalability while decreasing response time and cost of deploying or maintaining applications.
- > One-stop solution with one DataDirect Connect driver to support simultaneous connections to all IBM DB2 database versions and platforms, including Windows, UNIX, Linux, Solaris (AS/400), and z/OS (OS/390).
- > SQL up-leveling to write SQL statements that can be executed across multiple databases, regardless of each database's SQL implementation. Better interoperability between databases improving developer productivity and achieving better application portability.

Beyond the DataDirect Connect for ODBC/JDBC DB2 ODBC/JDBC drivers, DataDirect supports all virtualization technologies, Salesforce.com and is releasing Hadoop Hive driver in October 2012. Find out more about DataDirect Connect drivers and its benefits today at www.datadirect.com

For more information, please contact:
Samantha Kee
Samantha.Kee@cs.com.sg
+65 91876629, +65 6393 4431

Progress | DataDirect

RECEIVE
\$150
for PO over \$30,000
Limited Quantities,
Offer ends 15 November 2012

Terms & Conditions
Progress Software reserves the right to cancel/extend the promotion without any prior notice.

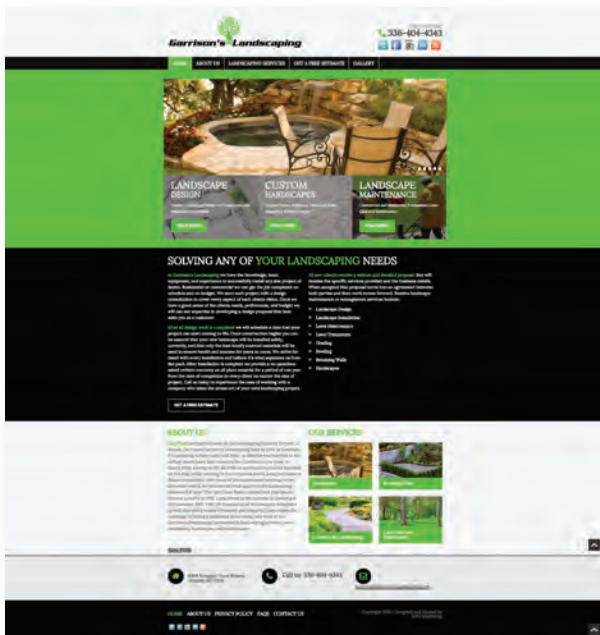
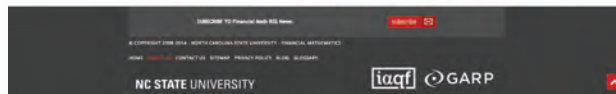


/ web

JOHN-PAUL OVERTON



NC State University
Financial Mathematics Website
Design & Creative Direction



Garrison Landscaping
NC Landscaping Company
Design & Creative Direction



EMV Compliance Deadline: 03 | 06 | 08 | 24 | 56

EMV Compliance Deadline: 03 | 06 | 08 | 24 | 56

Claim Your FREE EMV Equipment Today!

Low Processing Fees: 1.89% per swipe!

EMV Compliance is Coming. Is YOUR Business Ready?

CLAIM NOW

Claim Your FREE EMV Equipment Today!

Low Processing Fees: 1.89% per swipe!

CLAIM NOW

Is Your Business Ready for Apple Pay, Android Pay and EMV Compliance?

It's CRITICAL. Millions of customers now are enjoying the simplicity and security of paying using their mobile device. Is your business ready?

It's SMART. If your business does not have an EMV-compliant credit card reader by October 1, you will become liable for any and all fraudulent transactions.

It's FREE. Get a free EMV-compliant Mobile Payment Terminal. Simply fill out the form below and we'll ship your new credit card reader for free.

Business Ready for Android Pay compliance?

If customers now are enjoying the simplicity and security of paying using their mobile device, is your business ready?

If you does not have an EMV-compliant credit card reader by October 1, you will become liable for any and all fraudulent transactions.

EMV-compliant Mobile Payment Terminal. Simply fill out the form below and we'll ship your new credit card reader for free.

Get Your Business Ready for Apple Pay & Android Pay Now

EASY SET UP

Set up is simple and fast, because we do it for you! Our dedicated support team will make sure you are up and running in minutes from the time you get the box.

FAST FUNDING

Thousands of merchants are saving money with us. That's because we make it a pleasure to fund our merchants fast. After all, getting money into your account quickly is what really matters.

SWIPE ANY CARD

Accept All Cards: Visa, MasterCard, Discover, American Express, Android Pay AND Apple Pay. Plus, now you can accept virtually any type of contactless payment. Some of payment just got easy.

What is EMV COMPLIANCE?

YOU WILL BE RESPONSIBLE FOR CREDIT CARD FRAUD if you do not have an EMV-compliant terminal by October 2015

The way we pay and get paid with credit and debit cards is changing. It's called EMV. And it will make transactions safer and more secure for merchants and consumers. Thanks to a microchip being embedded in payment cards. This microchip will provide a new level of security for merchants and consumers. The tradition of the paper and chip security, but you must be ready to accept EMV-compliant payments by Oct 1st or the fraud liability will shift to you.

Why is it important to you? In all likelihood, you need to make some changes to your POS system to be ready. Here's how to help you that the right solution for your business. Fill out the form and we'll get you set up with a FREE Machine that is EMV-compliant and accepts Apple Pay, Android Pay and other contactless payment methods.

Absolute SECURITY

Complete Data Protection

With Apple Pay Secure Element, all payment information is encrypted and secured. Each time your customer pays, Apple Pay creates a one-time payment number combined with a dynamic security code. Plus, the rigorous CT200 Series meets the absolute highest security standards and is PCI-DSS 2.0 and 3.0 certified with SRE2 and open protocol modules. Your customer's data is now perfectly protected. And so are you!

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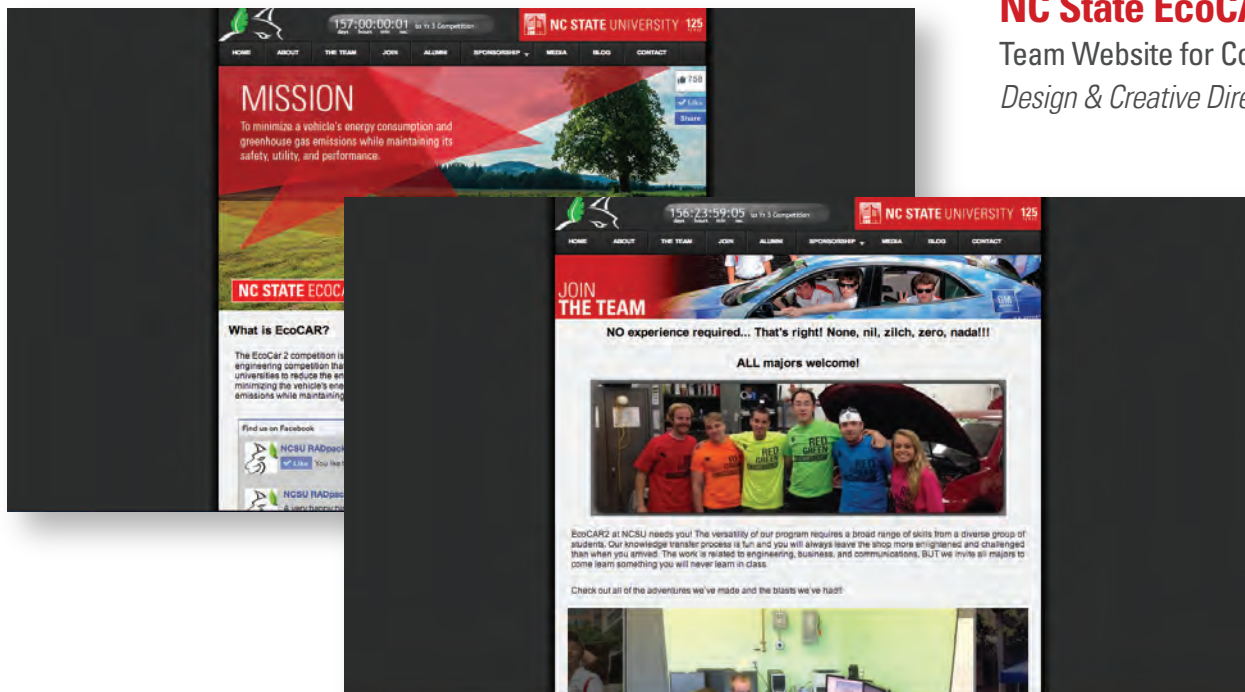
Accept All Payments with FREE Equipment

Groov
Free Equipment Landing Pages
Design & Creative Direction



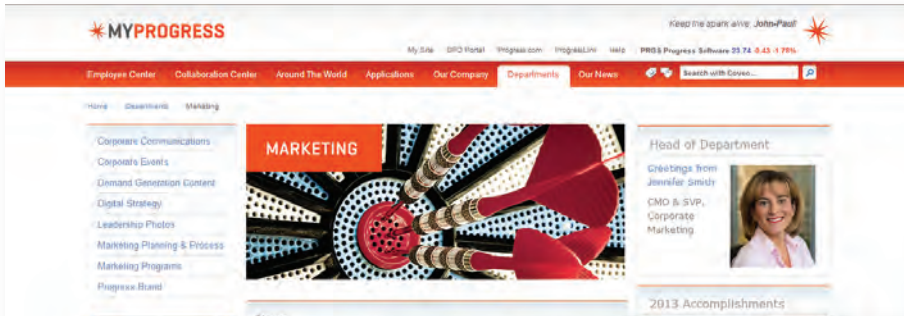
Ducks Unlimited

Landing Page for Garner Chapter Fundraiser
Design & Creative Direction



NC State EcoCAR 2

Team Website for Competition
Design & Creative Direction



MyProgress
Internal Employee Website
Logo Design & Creative Direction



Progress DataDirect
Product Explanation Page
Diagram Design & Page Layout



/ digital signage

JOHN-PAUL OVERTON



SP LaunchCast for cBR-8 on April 7

Learn how cable operators can offer multi-gigabit broadband & IoE services with the Converged Broadband Router (cBR-8).

Register Here:

go2.cisco.com/cbr8



EN Internal LaunchCast: Meraki & Cisco ONE Software with CMX 10.0, mGig & Catalyst Switching

Were you "heads down" and missed the LaunchCast?

It's not too late, watch now! **Jeff Sharritts** and leadership show you how to:

- Deliver better business outcomes with CMX 10.0 for Mobility
- Drive switch upgrades with new Catalyst Multigigabit technology
- Leverage Cisco ONE Software to simplify buying and increase deal size
- Win with Meraki Cloud-Managed IT & the Meraki Challenge

go2.cisco.com/FastIT or search Show & Share for "EN4"

Webcast: Unlock Your Big Data

Register now and invite your customers to attend!

Learn how Cisco is helping organizations minimize cost and improve speed by providing better access to better data:

October 21, 2014 @ 9am PST

More info: go2.cisco.com/bigdatawebcast





Unlock Your Competitive Edge

Analytics Solutions for Driving Better Business Outcomes

Join us for an insightful webcast with Cisco Vice President, Jim McHugh, as he hosts important analytics and business intelligence leaders who are collaborating with Cisco to quickly deliver insights to help customers stay ahead of the competition.

January 22, 2015 @ 9am US PST | go2.cisco.com/unlockedge



Big Data & Analytics Launch Webcast

We'll review Cisco's strategy, specific offers, and launch activities. This is your opportunity to get informed and be ready to answer your customer's big data and analytics questions.

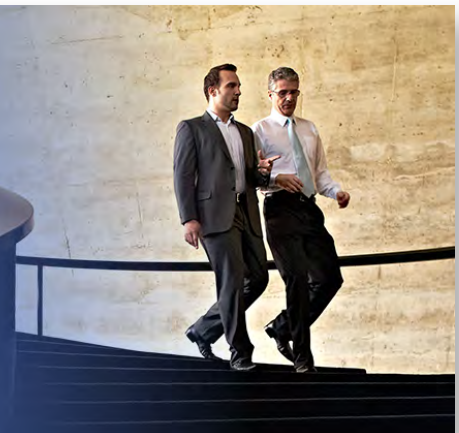
Dec. 3rd 11:30am PST | go2.cisco.com/analyticswebcast



Data Center Innovation with IBM

Webcast: First joint solution for the Data Center

November 13th & 14th | go2.cisco.com/IBMwebcast





/ logos

JOHN-PAUL OVERTON



Cisco

HR Undergraduate Program

Logo Design

NC STATE UNIVERSITY

MASTERS OF FINANCIAL MATHEMATICS

NC State University

Master's of Financial Mathematics Logo

Logo Design



HAIR DESIGNS

Sam & Bill's Salon

Company Logo

Logo Design



Watchman Identity

Company Logo

Logo Design



NCSU Interfraternity Council

Fraternity Council rebranding

Logo & Shirt Design



NCSU Union Activities Board

PackFest Concert Shirt

Logo & Shirt Design



NCSU EcoCAR 2

Competition Team Logo & Shirts

Logo & Shirt Design





/ collateral

JOHN-PAUL OVERTON



Executive Briefing
 IoE Positioning Overview
Creative direction & layout

Fast IT enables you to simplify and streamline IT to free up investment to drive digitization and innovation across your organization

The Internet of Everything requires gaining business insight from analytics.

Security must be a top priority

With the Internet of Everything, the exploding number of devices and applications are creating more attack vectors for bad actors to exploit. Cisco has the broadest set of solutions covering the broadest set of attack vectors, leveraging both global and local intelligence.



Executive Summary

Countries, cities, industries and businesses around the globe are becoming digital to capitalize on the unprecedented opportunity brought about by the next wave of the Internet - the Internet of Everything (IoE). When people, process, data and things are connected there is an incredible opportunity to create new revenue streams, compete with disruptive competitors, deliver better experiences, and new operating models to drive both efficiency and value. To be ready for this digital transformation, organizations need to transform their business strategy and IT, connect everything, embrace analytics, and secure their technology and operations. Cisco is the only strategic partner with the solutions, people, partners, and experience to help move clients from traditional to digital and beyond.

Narrative Key Notes

Every country, city industry and business is becoming digital to leverage the unprecedented opportunities brought about by the Internet of Everything

Customers need to rethink their business, IT and OT strategies

As customers embrace the Internet of Everything, they must bring together the use of information technology (IT) and operational technology (OT) in the context of their vertical industry. We see significant opportunities for our manufacturing customers, as they plan how to make connected products, and every factory represents an opportunity to link IT and OT to drive real time manufacturing agility. In the Public Sector, governments seek to create new sources of revenue, better citizen experiences, and create new jobs. Similarly, we see significant opportunities across Retail, Energy, Financial Services, and Healthcare to help customers transform to embrace the Internet of Everything.

Most organizations are not realizing the full value from their digital projects because they fail to recognize that their digital strategy and business strategy are becoming one and the same. Our Cisco Consulting team helps customers develop the right digital strategy to transform their business and win in their industry.

Over the next decade, as businesses, cities, and countries digitize to position themselves to extract the value of the Internet of Everything (IoE), the IoE will deliver \$19 trillion of value to businesses and countries. Cisco is helping our customers take advantage of the IoE - and organizations that began digital transformations in 2013 captured over \$500B in value.***

*Gartner: Top 10 Strategic Predictions for 2015 & Beyond: Digital Business is Driving 'Big Change'
 **Gartner Research Consulting - Cisco IoE Engagement Findings December 2014
 ***Cisco Consulting Services, 2013

Becoming digital requires a strong and agile technology foundation and significant investment.

Fast IT is the new model for IT that simplifies and transforms IT operations, enabling organizations to free-up resources to drive the fast innovation required for their future success

- Today, 70-80% of I.T. budgets remain tied up in maintaining and supporting existing systems, preventing IT departments from shifting focus to digital projects.
- Companies that adopt Fast IT can capture a 20-25% reduction in their IT operating costs - which can then be deployed to new digital projects*.

Companies such as **Dundee Mines** used Fast IT to quadruple their operations from 500,000 tons to 2 million tons while saving \$2.5 million in IT costs. **Family Dollar Stores** used Fast IT to lower their store network costs by more than 75% across over 1000 stores, and **Comcast** is leveraging Fast IT to achieve massive improvements to drive substantial reductions in customer churn, while increasing their agility to enable 1200 service updates during the past year.

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With the Internet of Everything, the exploding number of devices and applications are creating more attack vectors for bad actors to exploit. Cisco has the broadest set of solutions covering the broadest set of attack vectors, leveraging both global and local intelligence.

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Stakeholder Playbook

HR Stakeholder Playbook

Human Resources Document

Creative direction & layout



Healthy relationship?

Both parties have developed mutual respect for each other, harbored by a dynamic. Good communication between both parties is critical to the relationship.

Is your relationship with your stakeholders important?

The quality of work done. Whether the nature of a relationship is collaborative, your stakeholders can ensure that both parties come to the table into reaching both individual and shared objectives.

through the outcomes of our team.

It involves others who may be affected by the decisions it makes or can

assesses the influence and importance of key people or teams that have

of engaging the stakeholders throughout the relationship lifecycle.

Relationship

of the existing relationship health and role the stakeholder plays, and

with the team while keeping the DLA in mind

state one with the stakeholder

of the RM

- Develop performance metrics for the relationship with the stakeholder
- Host an initial meeting with the stakeholder to share and clarify objectives and expectations
- Host ongoing one-on-one conversations with the stakeholder to build in continuous improvement
- Meet with your internal team to provide relationship status/progress updates

See below for expansion of each checklist item

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- Alternatives are jointly identified, discussed, and debated
- Decisions reflect the goals and interests of both teams
- Improvements to processes due to enhanced understanding and acceptance of opinions

The RM should create and maintain records of the following:

- Routine Meeting/Engagement summaries among key team members
- Number and types of compromises made during programs
- Any conflicts that arise and how problems were addressed

Engage

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and progress of the

ersa?

which stakeholders are most

and deliver a program.

and minimal engagement to

are the most dedicated efforts RM is assigned.

and respond to their needs/

h teams

Engage	Collaborate
Communicate	Consult



/ emails

JOHN-PAUL OVERTON



PROGRESS TECHNICAL SUPPORT NEWSLETTER

At the Very Least

At the Very Least is a section pulling out key takeaways from the newsletter for those too pressed for time to read through every nugget of information. The area of the newsletter, or other location, providing more detail on a given bullet is called out in (s):

- 2012 Support Goals (In other news 2011 Support Goals)
- Continue to move to a customer-focused support model (develop learning paths, develop multi-product engineers, increased collaboration workflow & tools)
- Make it easier to do business with us (Drive ROI on Salesforce.com, phone system integration)
- Align with other Progress functions (Development & Professional Services)

IN OTHER NEWS

CUSTOMER SATISFACTION

Customer sat for the month of December was 88.0% with 265 responses. We finished at 91.1% for calendar year 2011. Salesforce makes it a bit easier for us to view customer sat for managed (i.e. major & mission-critical) accounts as a group, and that is what we'll be reporting on going forward. The December satisfaction rate for managed accounts was 92.1%. We finished at 93.7% for calendar year 2011. Tier 1 account customer sat in December was 87.7%

2012 SUPPORT GOALS

We own the customer experience, and we want it to be a competitive differentiator.

- Continue to move to a customer-focused support model
- Make it easier to do business with us
- Align with other Progress functions (Development & PS)

DID YOU KNOW?

The majority of SupportLink registration requests are denied? Since November (when we began being able to track these more consistently) approx. 55% of SupportLink registration requests have been denied. The most common reasons are:

- Duplicate request 22%

Progress DataDirect Summer Series Email Blasts Banner & Logo Design

RTP ECN @ Cisco Event Promotion Email Banner Design

DataDirect Cloud Download Confirmation Email Banners, Sidebar, & Buttons Design



ATTN: Interns & Early Career Employees

4 June 2015

Lunch TODAY in Café 7 @ 12pm!

Get out of your cube (or collaborative work environment), get a little uncomfortable, and come meet all the new faces on the Cisco campus!

You always ask how you can have more opportunities to hangout, meet new people, potentially cultivate friendships, have fun and learn from others — here's your opportunity!

- Interns: Congratulations on joining about your experience so far!
- New Hires: You're no longer the na with the interns.
- Early in Career: Bored of the same veterans!

If you have any questions about ECN, who we're — ecn-tp-leads. We'd love to hear from you!

See you all soon!
RTP ECN

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PROGRESS DataDirect



WELCOME TO PROGRESS® DATADIRECT™ CLOUD!

Dear Allie:

You have now started down the path to real-time access to your Cloud data from your favorite reporting application. We have put together some resources to help make that trip successful and productive.

So I am at the dashboard, now what?

The dashboard is your home base while in Progress DataDirect Cloud. We have tried to put everything you will need right in one place. [Take a quick tour](#) to get the lay of the land.

I am ready to connect to my Cloud data. Where do I start?

You can find everything you need to know about how to use Progress DataDirect Cloud [here](#). This step-by-step guide takes you through everything including:

- Downloading and configuring the [ODBC](#) or [JDBC](#) driver
- [Creating](#) and [testing](#) a data source
- [Editing the connection parameters](#)

With the help of these links you should be up and running quickly. We will be putting more information up on our [blog](#) and [community](#) sites so be sure to check those regularly so you don't miss new data source announcements, tip & tricks and other valuable information.

Sincerely,

The Progress DataDirect Cloud Team
[Contact Us](#)

EXPERIENCE the POWER
of DataDirect Cloud





Progress DataDirect
Webinar Announcement Email
Banner Design

Progress | DataDirect PROGRESS software

webinar **ENABLING DATA DRIVEN MOBILE APPLICATIONS**

COMPANY SPOTLIGHT:

DATADIRECT CLOUD and MOTWIN – WORKING TOGETHER TO BUILD MOBILE ENTERPRISE APPS

As you know, DataDirect Cloud is the new Connectivity as a Service solution

Webinar Details

Enabling Data-Driven Mobile Applications with DataDirect Cloud

Thursday, May 2nd

11:00 am	New York
08:00 am	San Francisco
05:00 pm	Paris

[Register Now!](#)

NOTE: This webinar will be recorded to accommodate interested parties in alternate time zones. Please register via the button above to receive a link when it becomes available.

Progress DataDirect
ODBC Driver Release Email
Banner Design

Progress | DataDirect PROGRESS software

innovative ODBC LATEST RELEASE

EASY. RELIABLE. FAST.

It's a Big Data world out there and Progress DataDirect Connect for **ODBC** now supports:

What can Progress DataDirect ODBC drivers do for you?

DataDirect ODBC drivers offer many advanced, enterprise-class features that are 100%-driver implemented, requiring no special database vendor tools or client libraries. But what does that really mean? DataDirect ODBC drivers:

- **Improve application performance and scalability**
Because DataDirect ODBC drivers don't require database client libraries, the associated memory, CPU, and network bottlenecks are eliminated, resulting in increased throughput, even as user loads increase.
- **Simplify application deployment and administration**
You don't have to install and configure the database software on each client machine to access the database server. This simplifies installation and maintenance and considerably reduces the footprint on each machine.
- **Improve application stability and uptime**
Database client libraries introduce memory leaks, increasing the likelihood of application or platform hangs or crashes. Wire protocol drivers help you avoid these issues and dramatically improve application and environment reliability by eliminating the client.

Over 350 independent software vendors and thousands of corporations rely on DataDirect for the most demanding production environments. Shouldn't you?

IT ISN'T TOO LATE...

latest **ODBC DRIVER RELEASE**

15-DAY FREE TRIAL

[Download Now](#)

Progress | DataDirect

TYPE 5 JDBC LATEST RELEASE

FAST. C

Progress DataDir lightning-fast data

What can Progress DataDirect Type 5 JDBC drivers do for you?

Type 5 JDBC drivers allow modern data-driven Java applications to take advantage of years of innovation in database features, data access models, and virtualization technologies without requiring code changes. By overcoming the limitations of Type 4 JDBC drivers, they can deliver many benefits to any data-driven Java application.

- **Improves application performance and scalability**
Our Type 5 drivers deliver improves response time and scalability for your applications. More efficient use of resources also means you need less hardware to support your applications, which is particularly meaningful in a shared resource or virtualized environment.
- **Guarantees reliability**
As a provider focused exclusively on data connectivity, DataDirect offers the most proven and technically robust line of JDBC drivers. Our driver is stringently quality tested and certified and fully compliant with JDBC 3.0 / JDBC 4.0, supporting key functionality of these specifications.
- **Improves developer productivity**
Powerful interoperability features such as SQL up-leveling greatly simplify the task of supporting multiple databases.
- **Reduces the cost of deploying & testing applications**
DataDirect's JDBC driver supports all major databases&em;Oracle, SQL Server, DB2, Sybase, MySQL, Hadoop Apache Hive, Salesforce.com and more. For

Progress DataDirect
JDBC Driver Release Email
Banner Design

latest **JDBC DRIVER RELEASE**

15-DAY FREE TRIAL

[Download Now](#)



/ thank you

JOHN-PAUL OVERTON