

# Mossa Barandao

EMAIL: \*\*@sfpsystems.com

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## QUALIFICATIONS PROFILE

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Over Twenty years of Senior Level Management, focusing on organization formation and reorganization; driven by a singular determination to execute the three fundamentals of business: *People, Process, and Product/Service*.

## SENIOR OPERATING EXECUTIVE

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A strategist with an innovative thought-processing ability toward the big picture. Proven ability to listen, pose pertinent questions, quickly analyze key business drivers, and foster strategies for bottom-line growth.

An excellent communicator and a valued team player; with an exceptional work ethic and an indomitable attitude toward accurately completing complex tasks with a vision of creating successful outcomes. Areas of Excellence include:

- Redesigning Business Process
- Leading Cultural Change
- Managing Budgets and P&Ls
- Communicating the Big Picture
- Vast knowledge in many diverse technical areas
- Fostering Strategic Partnerships and Alliances
- Developing New Business
- Creating Captivating Business Plans & Grant Proposals
- Negotiating and Closing Deals

## CAREER DEVELOPMENT

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SFP SYSTEMS LLC, Washington, DC  
**Founder and Principal Consultant**

2015-Present

As a software development and IT consulting company, SFP Systems leverages all necessary resources (experience, know-how, and human resources) among our partners and collaborators. This unique approach allows the company to find and implement creative, diverse, and robust solutions for our client's problems; thus, helping businesses of all sizes to improve their core technology infrastructure while saving time and money. In addition, the company maintains three web-based productivity products across different industries as well as a *System Procurement* division of small to enterprise-level technology.

In this capacity, developed the **Cross-Boundary Skill Sets model** business concept; form strategic partnerships with software developers and other critical partners. Work directly with overseas partners to import necessary IT and other products for retail on the company's online store; collaborate on software coding pairing with other software engineers.

THEMBA CREATIVE LEARNING CENTER, LLC,  
Lanham, MD  
**Administrator/Strategic Consultant**

2007- Present

A Nationally Accredited child care center with the mission of providing childcare services through enriching and diverse learning opportunities, focusing on the four (4) domains of learning --social, educational, physical, and emotional.

In this capacity, I assisted with creating operational policies; designed, implemented, and overseas office and classroom technologies; created and managed year-to-year operating budgets; am responsible for financial data aggregation and management through QuickBooks reconciliations while working directly with external company accountants.

As one of only five childcare centers in the State of Maryland qualified to operate a Federal Pre-kindergarten program within a for-profit environment, responsible for responding to the annual RFP for program funding (**\$3,363,047 received since 2016**). Other responsibilities include developing yearly budgets; working with classroom teachers to develop student assessments; monitoring budget spending and submitting reimbursement invoices to the Maryland State Department of Education (MSDE); writing and submitting three reports annually; attending mandatory funders' meetings; and communicating program and financial position to funders.

THEMBA INCORPORATED, Washington, DC

2003- 2008

**Director of Strategic Corporate Affairs**

Start up, not-for-profit organization with purpose of providing academic and enriching activities for children during non-school times. Organized legal and corporate documents; filed successfully for 501 (c) (3) status; developed programs strategies, mission and philosophies; identified program outcomes and the tools and mechanism of measuring these outcomes; wrote winning grant proposals (over \$600,000 received); identified and negotiated with local and national partners with whom we collaborate to further the work of the organization; developed a strategic Board Membership plan to invite and engage prospective on the mission of the organization thereby gaining their support in helping further the organization's mission; spearhead grant management by: reporting sensitive program data, monthly financial and quarterly reports; attending mandatory funders' meetings; and communicated program and financial position with the Board during the annual board meeting.

**Grew the organization from Start up to 4 full time and 8-part time employees, 20 volunteers, 25 partners, more than 2000 clients served, and raised over \$600,000.00**

BARANDAO CONSULTING LLC, Washington, DC

2003-2015

**Founder and Principal Consultant**

A strategic business development consulting firm with a Business Incubator System (BIS) that offers strategic support to new or existing businesses whose long-term survival is increased significantly over what it would be if they were on their own. Within the BIS, prospective clients are offered strategic guidance, access to investors, mentors, a ready-made network of contacts, facilitated in building a management team, implementation of administrative systems, specialized training, and professional services through the firm's robust network of tactical partnerships.

In this capacity, I developed the entire business concept; formed strategic partnerships with investors and the business development community (the Chamber of Commerce, SBA, Accountants, and The DC Regulatory Affairs). Developed the Model and promulgated it to potential clients; (For clients) consulted individuals with business ideas who lack the know-how to form those ideas into a business model; developed business and product development plans and grant proposals; organized and filed proper documentation for 501 (c) (3) startups; provide strategic advice on specific areas (from the best legal formation to avoiding business startup pitfalls); craft and edit business letters and brochures.

**Grew business from start-up to 20 clients through BIS and are successfully operating their businesses**

PHOTO MAGIC, LLC, Washington, DC and Maryland

2004-2005

**Co-Founder and Director of Operations and Corporate Affairs**

A new company formed out of the merger between Platinum Inc and Positive Plus Production, thus forming the Metropolitan area's most experienced Digital Photography firm. As a result of this merger, Photo Magic, LLC quickly

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became the leading firm for Digital Imaging services. In this capacity, negotiated the terms of the merger; developed legal documentations to facilitate the merger; filed papers with the local authority; developed operating protocols; identified and secured the necessary technology; selected 2 optimum locations for the firm's headquarter and operations; fostered strategic partnerships with other Digital Imaging professionals and Digital Photographers; identified and hired front-line staff to include local photographers, image manipulators, sales representatives and office personnel; developed a transitional plan for clients of both companies to understand the reason for the merger and worked directly with clients from both side to assure a seamless transition; crafted a design for the company's website (which served as the catalyst for the firm), the site was designed to completely automated the entire process immediately after the images were captured, clients could log into a secure site, access the images, select service of choice, purchase such service and receive the order within a few weeks; sought, engaged and fostered relationships with new clients; oversaw management of client orders (from receivership, to processing, to digital enhancement, to printing, and delivery).

**Grew company from merger to a sustained firm with clients in seven states (DC, Maryland, Virginia, North Carolina, Tennessee, Florida and Alabama); by the end of tenure, the client list topped 1000, to include a diverse group of individuals, educational institutions (high schools, colleges, universities, technical schools), dance studios and fashion houses.**

PLATINUM INC, Washington, DC  
**Founder, President and Head of Production**

1996-2004

As a startup multi-media firm with high-end photography, video production, and web design services, the company rapidly became the company of choice for the District of Columbia Public School, the artist formerly known as Prince, The Plastic Society of America, and many others.

As founder and president, responsibilities included designing a strategic growth plan which included the goals for customer service, product and service quality, sales, and personnel. Executive responsibilities also included negotiating with the District school system to establish a strategic relationship with its schools as the official photography firm; other negotiations were performed (and secured long-term relationships) with area universities (Morgan State, Bowie State, University of DC, Gallaudet University and others) as the photography firm of choice; negotiated terms with over 15 vendors and suppliers with whom the firm did business; worked directly with the production personnel to ensure quality and timely delivery; convened over biweekly internal staff meeting to ensure that all were on board with projects in progress; as a learned photographer and video production specialist, occasionally worked on production projects in the capacity of a photographer and digital video editor; formed a strategic partnership with an IT startup (Yacinto Technology) which became the web design service company under the Platinum brand.

**Grew company from start to a reputable multimedia firm with five full time, six part-time employees and a roster of contractors; at the time of merger with Positive Plus Production (which became Photo Magic, LLC) the firm boasted a client list of 30 schools in the District Schools, 6 colleges and universities, and a extensive list of clients in web design and video production; revenues at the time of merger were at a half of million dollars.**

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## TECHNOLOGICAL SKILLS

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*Operating Systems* – Windows and Mac (all versions)

*Software Application* – Office Suite (Word, Excel, Access, PowerPoint, Publisher); Word Perfect; Smart Draw; Adobe Photoshop 6-CS; QuickBooks; Macromedia Flash; Quark; Adobe Acrobat Document Presentation; Outlook; Gmail; Cloud Document management (Google Docs, Microsoft OneDrive, Office 365)

*Internet* – Website access; search engines (Google, Yahoo and Firefox); internet navigation; and email management.

*Software Development languages* – PHP, Javascript, JQuery, Html, MYSQL, Ruby on Rails

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## EDUCATION

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University of the District of Columbia, Mass Communication (1993-1996) | *No Degree*

## NOTEWORTHINESS

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**Author:** “*Demystification of Social Systems: Spiritualization of the God Within*”

This book tackles many of the social implications that have existed for thousands of years and have served the purpose of defocusing the value on self.

*Demystification of Social Systems: Spiritualization of the God Within* paints a vivid picture of why these systems have been created; who created them; their benefits and their many damaging consequences. Further, the book deeply explores the God concept, its relation to the human creature and its religious temperaments. Thus, making a clear case as to why human beings are nested at the center of that which we consider our existence.

As the certainty of death looms at the back of our minds, many of us are perplexed by the question of what will be next! Mossa Barandao addresses the issue, as an irrelevant question. He goes on to argue that that which we should be concerned with is the life that we continue to turn a blind eye to the very reality of our here and now.

Mossa Barandao brings his argument to close with empirical strategies on how to begin to understand and appreciate life. In so doing, we grab life by the "horns" and begin to enjoy the abundance of happiness that exists within the conscious world - as this happiness is in fact, the proverbial quest and remains the one common accord within the body of humanity.

Released Date: December 2008 (The StrongFamily Press)

**Bilingual:** Fluent in both French and English | Moderately proficient in Chinese Mandarin (reading, writing and speaking)

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