

John F. Kilpatrick C.V. Legal Video Photographer – Mobile, Alabama

LEGAL IMAGING, LLC

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Spring Hill College

Mobile, Alabama Area

Accomplished Business Development/Sales Executive, Entrepreneur and Litigation Support Consultant specializing in Complex Litigation. Over 20 years experience with thousands of personal contacts at law firms and in-house staffs throughout the Southeast. 31 Year reserve military career with combat service and success at all levels, including three overseas deployments and 18 months as a staff officer at the Headquarters, Department of the Army.

- Proven 20+ years of entrepreneurial success focused on sales and business development within the Litigation Support / Electronic Discovery business sector
- Proven experience in the area of litigation sales & consulting with regard to processes, solutions and key decision makers
- Over 3500 personal contacts and relationships in law firms and in-house legal departments throughout the Southeast, U.S. and Worldwide
- Frequent speaker and presenter of CLE at Firms and Law Schools

Specialties: Certified in Legal Video
Certified TrialDirector Trainer
Evidence Photographer
Georgetown Law eDiscovery Institute
PowerPoint Expert
Summation
CaseMap
Concordance
Relativity

Experience

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Managing Member

Company Name LEGAL IMAGING, LLC

Dates Employed Mar 1997 – Present

Employment Duration 20 yrs 8 mos

Managing Member for a litigation technology and services company, helping law firms and in-house legal departments manage complex litigation from client in-take through discovery, trial, settlement and archiving. Provide in-house counsel and their outside law firms with litigation support services that mitigate risk, control costs, and simplify complex litigation for presentation at trial and mediation. Successfully detailed Li Services including electronic discovery, document scanning, coding & indexing, data conversions, computer Forensics, video deposition and trial presentations.

Responsible for the development of new relationships and maintenance of excellent client relationships for over twenty years. Provide strategic direction to grow new revenues and foster the development of strategies for clients throughout the litigation life cycle of electronic discovery process and presentation at trial or mediation.

Generate growth opportunities by developing relationships with potential clients and strengthen relationships with existing clients, constantly increasing annual revenues.

- Design and implement litigation support strategies for complex litigation, reducing costs and obtaining numerous multi-million dollar settlements
- Design strategies for smaller firms to package plaintiff cases for referrals to larger firms, resulting in much higher revenues for small firms
- Developed and executed strategy to process over one million documents for the US Army Corps of Engineers in ACT Basin Litigation in less than six weeks
- Design and conduct sales calls, customer meetings, presentations, demonstration and Continuing Legal Education Courses
- Work collaboratively with counsel and staff to design solutions, set pricing and contract terms and negotiate contract terms
- Expanded business into Criminal Defense firms by providing critical services in indigent defense cases

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US Army Reserve Commander

Company Name 7223 Medical Support Unit

Dates Employed Apr 2016 – Present

Employment Duration 1 yr 7 mos

Location Mobile, Alabama

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G3/Chief, Medical Operations

Company Name 3rd Medical Command (Deployment Support) Operational Command Post (Forward)

Dates Employed Jun 2015 – Feb 2016

Employment Duration 9 mos

Location Camp Arifjan, Kuwait

Responsible for plans, operations, intelligence, training and security for 3rd Medical Command (Deployment Support) Operational Command Post (Forward). 3rd MCDS (OCP-FWD) provides mission command for U.S. Army Echelons above Brigade (EAB) Medical Units throughout the USARCENT Area Of Responsibility in order to support stability operations and synchronize medical forces and capabilities for enduring and draw-down operations while facilitating security cooperation engagements.

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S3, Operations Officer, Lieutenant Colonel, Army Reserve

Company Name 75TH Combat Support Hospital

Dates Employed Jun 2014 – May 2015

Employment Duration 1 yr

Location Tuscaloosa, AL

Responsible for Plans, Operations, Intelligence, Training and Security for 248 Bed Combat Support Hospital

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Executive Officer, Major US Army Reserve

Company Name 375TH Combat Sustainment Support Battalion

Dates Employed Aug 2010 – Jun 2014

Employment Duration 3 yrs 11 mos

Location Mobile, AL

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Medical Plans & Operations Officer

Company Name US Army Office of the Surgeon General

Dates Employed Feb 2009 – Aug 2010

Employment Duration 1 yr 7 mos

Location Falls Church, VA

Called to Active duty, assigned to the Office of the Surgeon General current operations. Detailed to the Armed Forces Institute of Pathology for operational support of current Biological Select Agents & Toxins (BSAT) operations.

Served as MEDCOM Action Officer for Department of Defense Review Panel for the Fort Hood shooting.

Served as the medical operations officer for the Army Crisis Action Team planning the Army's medical response the Haiti earthquake.

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Adjunct Professor of Military Science

Company Name University of South Alabama

Dates Employed May 2006 – Feb 2009

Employment Duration 2 yrs 10 mos

Responsible for developing, preparing, conducting, recruiting, training, assessing and evaluating basic course instruction for the Reserve Officer Training Corps cadets at the University of South Alabama, Spring Hill College and University of Mobile.

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Medical Operations Officer

Company Name US Army Reserve

Dates Employed Feb 1998 – May 2006

Employment Duration 8 yrs 4 mos

January, 2006 Deployed as S-3 Officer, Task Force Medical Falcon, Multi-National Brigade (East), Operation Joint Guardian - Kosovo. Responsible for plans, operations, intelligence, training & security for a forward-deployed 107 soldier, Level 3 combat health support medical treatment facility. Supervised the Tactical Operations Center and staff of 9 soldiers conducting 24-hour operations, 7 days a week.

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VP, Account Services

Company Name SouthPaw

Dates Employed Jun 1997 – Dec 2001

Employment Duration 4 yrs 7 mos

Full Service pharmaceutical marketing firm.

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Intelligence Analyst

Company Name 3RD Force Recon Company, USMC

Dates Employed Feb 1986 – Feb 1996

Employment Duration 10 yrs 1 mo

Deployed with 3rd Force Recon Company in support of Operations Desert Shield/Desert Storm. Served as the Intelligence NCO for the company. Prepared mission analysis and intelligence reports. Served as the NCOIC of the Tactical Operations Center. Provided combat photography to augment Recon Teams.

Education

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Spring Hill College

Degree Name BA

Field Of Study Business & Communications

Dates attended or expected graduation 1992 – 1994

Activities and Societies: Rugby

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US Army Command & General Staff College

Dates attended or expected graduation 2012 – 2013

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Georgetown University Law Center

Field Of Study eDiscovery Institute

Dates attended or expected graduation 2007 – 2007

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University of South Alabama

Dates attended or expected graduation 1987 – 1990