SPI Software Star Series Recognizes Michael Del Pino

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SPI Software VP of Client Relations Gordon McClendon says, "SPI is pleased to shine a spotlight on several of our exemplary team members in what might be called our 'Star Series.' We are so proud to recognize employees who have helped us become the top timeshare/vacation ownership/vacation club software company in the industry. One of our stars most certainly has to be VP of Software Development Michael Del Pino, who has unquestionably contributed to the growth of SPI. He has been a pivotal figure in aligning processes in the company, from the technical to management areas."

"I'm always looking for innovations to improve the processes and infrastructure within our company to provide better products and services to our customers," adds Del Pino. "One example is the adoption of agile software development and continuous software deployments a few years ago, and more recently, the creation of a cloud environment for all of our QA processes. I'm a big believer in processes automation, and I always push to improve those not only for us internally but for our customers as well."

A recent addition to the team, Director of Sales Stephen Green, says, "Michael absolutely exemplifies what characterizes everyone who works here; how customer-oriented everyone here is."

"Michael understands how important it is that SPI's team always listens to our customer's feedback and needs; we truly put them first," says VP of Client Services Alex Gata.

"We are so proud of Michael," adds McClendon. "He always goes above and beyond and is responsible for all areas of software development at SPI such as data migrations, custom development, software integrations, API development, technical training, and bug fixes."

With a bachelor's degree in Computer Science from Florida International University, by the end of 2020, Del Pino will have earned a Master's in Management Information Systems. "I think that my having a strong technical background makes a huge difference in my current role as head of software development at SPI Software," he says. "Prior to picking up the reigns as the VP, I had been a lead developer, and I have always enjoyed the management aspects of software development."

"We are in negotiations with about six prospects at the moment," he continues, "which means that were are going to big a lot busier than we are today. Hopefully, those prospects will become clients, and they will request many of our services, such as data migrations, customizations, integrations, training, and support.

These are a few of the innovations we are currently working on:

- A Mobile App for vacation club owners and resorts management staff.
- SPI's new Business Intelligence platform, using Power BI (a business analytics solution that lets users visualize data, share their insights, or embed them in an app or website) dashboards and reports.
- New and improved OPC Connect application, which is using the latest and most stable technologies on the market. OPC Connect is SPI's proprietary web application that allows off-premise contact (OPC) sales personnel and other tour vendors to remotely book tours through mobile devices like tablets and phones over the cloud.
- A project to enable clients to automate text message communications.

About SPI Software

SPI Software provides resort developers and operators of timeshare, vacation club, and mixed-use properties with comprehensive software solutions. SPI's flagship software product, Orange Enterprise, includes modules for marketing, sales, property management (PMS), finance, maintenance fee, and receivables servicing, centralized reservations, owner services, advanced web reporting, and website applications.