

# Timothy Paraschos

## Business Consultant IV (Expert) - Hewlett Packard Enterprise

Grand Blanc, MI - Email me on Indeed: [indeed.com/r/Timothy-Paraschos/929fe9a5041a2444](https://www.indeed.com/r/Timothy-Paraschos/929fe9a5041a2444)

Authorized to work in the US for any employer

### WORK EXPERIENCE

#### Business Consultant IV (Expert)

Hewlett Packard Enterprise - October 2005 to Present

Clients: Towers Perrin, EHRO, American Airlines, EDS, Kraft Foods, Western Union, Verigy, Kellwood, Unilever, Marathon Oil, KPMG, NOL-APL Logistics, Symantec, Hewlett-Packard, Palm Inc., CIMB Bank, Rockwell Collins, US Army, Clorox, Conway, Raytheon, Proctor & Gamble, US Postal Service

- Program Manager for Hewlett Packard Enterprise Global Automation Program
  - o Managed \$150M 52 project program. Responsibilities included program governance, monthly forecasts, monthly expenditure reports, financial variance reports, managing internal sub-contractor HPIT, creating financial dashboards, reconciling financial data / cost center reports, presenting to executive leadership
  - o Program achieved savings of \$500M+ (3yr) and exceeded targets by over 300%
  - o Additional responsibilities include holding project managers responsible for their committed savings targets, eliminating barriers that prevented savings from being achieved, and becoming an SME for the internal savings tracking tool
- Engagement Leader for infrastructure modernization consulting engagements
  - o Successfully led engagements for Cloud Assessments, Storage Assessments, Client Virtualization Assessments, Data Center Consolidation Assessments, Operational Risk Assessments, Infrastructure Assessments
  - o Managed teams of 3-10 technical consultants for 3-12 month engagements
  - o Managed the delivery risk and ensured delivery met or exceeded customer expectations
  - o Responsible for \$10M additional pull through business resulting from managed engagements
  - o Responsible for the engagement ownership from staffing to kick off to close down
  - o Responsible for establishing the acceptance criteria for all project deliverables
  - o Created standardized template for Consulting Statement of Work used by HPE Consultants world-wide
  - o Consistently delivered against tight timelines and budgets by aligning staffing needs to delivery objectives. Also maximized ROI by leveraging the appropriate labor mix (onshore vs. offshore)
- Global Subject Matter Expert for Storage Rationalization Assessment (SRA)
  - o Presented and sold the benefits of SRA to CXO level clients
  - o Extensive sales experience selling consulting engagements to clients
  - o Responsible for sales growth of the storage rationalization service line by leveraging pan-HP sales organizations and communicating the offering to Account Executives for pull through opportunities
- Training Coordinator for Consulting Engagement Leaders
  - o Managed the training roadmaps for Engagement Leaders
  - o Created the training roadmaps for PMI and Prince certifications in HP Consulting Services
  - o Liaison for HP Consulting Services for financial training requests

### **Program Manager**

Electronic Data Systems - Grand Blanc, MI - March 2000 to October 2005

- Managed the client/server platform of over 3500 clients at General Motors SPO division
- Negotiated new business and grew existing business with executive level interaction
- Responsible for meeting cost savings target for EDS services to GM SPO
- Responsible for P&L statements, performance metrics, and overall customer satisfaction
- Led the successful deployment of the new Online 2000 platform to 3,000 clients
- Managed DHCP Redirection and Client/Server upgrades
- Led various client and server (Intel) software and hardware refresh projects
- Directed a team of 17 technicians

### **Project Manager**

Electronic Data Systems - Grand Blanc, MI - November 1998 to February 2000

Divisional Project Manager for all EDS client/server enterprise-wide projects at General Motors Service Parts Operations (GM SPO) World Headquarters and 26 Parts Plants and Distribution Centers

- Effectively led the implementation of Lotus Notes Restructuring at GM SPO
  - o Managed the conversion of 2,645 Lotus Notes clients from a flat name to a hierarchical name
  - o Consolidated SPO from eight Lotus Notes domains to one Lotus Notes domain
  - o Led the repair and migration of ten critical Lotus Notes applications
  - o Led the Lotus Notes server conversion from a local to centrally positioned configuration
- Effectively led the implementation of GM's enterprise-wide LAN/WAN platform GM Online
  - o Managed a team of 34 client, server, and networking technicians
  - o Successfully led the deployment of new servers, clients, and software to 2,600 clients at 26 sites
  - o Exceeded the aggressive schedule set forth by General Motors by 25 percent.

### **Business Leader**

Electronic Data Systems - Flint, MI - November 1994 to October 1998

Flint, MI November 1994-October 1998

- Business Leader for Delco Electronics Driver Information Controls GPU Flint
    - o Single point of contact for all EDS Services
    - o Supported Purchasing, Shipping, and Materials Management
- PARASCHOS, TIMOTHY

### **EDUCATION**

#### **PMP in Project Management**

Project Management Institute

September 2005 to March 2019

#### **MBA in General Business**

University of Michigan - Flint, MI

1994 to 1997

#### **BA in Supply Chain Management**

Michigan State University - East Lansing, MI  
1989 to 1993

#### SKILLS

Project Management (10+ years), Consulting (10+ years)

#### CERTIFICATIONS/LICENSES

#### **Project Management Professional (PMP)**

#### ADDITIONAL INFORMATION

CORE COMPETENCIES: Financial Management, Engagement Leadership, Project and Program Management,  
Data Center Modernization, Server Virtualization, Storage Rationalization, Operational Risk Assessments, New Style of IT