

PERSONAL DETAILS

Consultant:	Kirk Mathew Robinson	Phone:	+1 (469) 449-4847
Website:	www.SoftTele-intl.com	Email:	Kirk.Robinson@SoftTele-intl.com
Travel:	Anywhere in the World, 100%	Citizenship:	United States (US)
Relocation:	Anywhere in the World	Passport:	Valid US Passport; EU/UK: Valid Work Permit
Clearances:	Public Trust Investigation (OPM), DOD Top Secret (expired), Department of Justice (active), DHS (active), Department of Education (active)		
Languages:	Excellent written and spoken English – Native; Conversations in Spanish, French, and Russian		

ERP Executive Re-Implementation Expert.

Please Notice: *Your ERP Thermostat - IF YOU DON'T WANT THE TRUTH - DON'T CALL ME!*

Motto: *"If everyone is thinking alike, someone isn't thinking." - General George Patton Jr.*

EXECUTIVE SUMMARY

Focused on Executive Advisor roles with Visionary, Creative, Entrepreneur, vendor management, feasibility reviews and assessment, due diligence, IV&V services, software selection, negotiation, M&A and Divestiture, Bankruptcy, litigation support, localization / taxation / regulations advisory, strategic solution architecture, organizational transformation, enterprise package delivery (ERP, CRM, BPM, Billing, and Product Portfolio), TCO, proposal and business case development, crisis management, business development, and business turnaround/restructuring.

- More than 18 years of Executive and Senior Management with service delivery and advisory
- More than 16 years of SAP Program & Portfolio Management.
- More than 20 years of Peoplesoft as an EA, VP, Sr.Director, Program & Portfolio Management.
- More than 14 years of Oracle as an EA, VP, Sr.Director, Program & Portfolio Management.
- More than 22 years of Mergers, Acquisitions, Private Equity, Joint Ventures, Bankruptcies / Liquidations, Divestitures / Spin-offs, Turnaround, Restructuring, and Consolidations with more than over 143 plus transactions since 1988.
- More than 22 years of P&L responsibilities upto \$927M so far.
- More than 20 years of Strategic Thinking & Enterprise Management Systems (EMS) utilizing holistic solutions & SDLC.
- More than 26 years of Methodology Development, Service Level Management with a Focus on Crisis and Risk Management.
- More than 23 years of Business Innovation, Strategic Solution Architecture, Business Process Reengineering (BPR) & Organizational Change Management (OCM).
- More than 22 years of Big 4 Consulting experience. Industry prints, executive briefing /redbooks, white papers, ERP and Telecom Industry Solutions.
- More than 26 years of business development, marketing, pre-sales, customer service, shared services, proposal generation (RFP, RFI, and Responsive), and requirements definitions.
- Strategized new visions & strategies utilizing fresh global paradigms in utilizing Insourcing, SAAS, Service Bureau, Outsourcing & Cosourcing models.
- Reengineered Business Processes, improved productivity, enhanced efficiency, ROI, and reduced cost on Business, ERP, & IT projects upto \$39B.
- Managed executive staff, senior staff, project managers, teams and activities in complex, large-scale integration, global cross-organizational projects using PMI training, ASAP, and EVM. Over 293 plus resources in the down-line.

Industries Experience:

financial services, banking, construction, real estate, healthcare, medical, CPG, securities, retail, manufacturing, internet/ecommerce, information technology, utilities/energies (oil & gas, mining, power, and electric), communications (wire line, wireless, VOIP, satellite, data providers, and cable), transportation, public sector – universities, local, state and federal government agencies, DOD, Aerospace & Defense, semiconductor, agriculture, architecture and civil engineering, entertainment, hedge fund, private equity, commodities, steel, mark-to-market, derivatives, mortgage (commercial and residential), logistics, Big 4, Big 6, insurance, transportation, transit, and new media.

CORE COMPETENCIES

- Experienced in *Highly Chaotic and Political Environments*
- Experienced in turnaround/recovery failed or failing projects (ERP Executive Re-implementation Expert)
- *Save* Board of Directors, Executives, C-Level, and Seniors management jobs
- Strategic vision and management of Services, Resources, Technology, Cost and Quality with P&L responsibility
- ERP / CRM Expert Witness in (SAP, Peoplesoft, Oracle EBS, other ERPs)
- Executive Advisor, Delivery Fresh Solutions, Crisis Management, Vendor Management, Cut Cost, and Process improvement
- Pre and Post Transaction integrations for M&A, JVs, Divestitures, Consolidations, Turnarounds, Restructurings, etc.

SKILLS

SAP Overview:

Executive Manager, Program Director, Executive Advisor SME and Strategic Solution Architect with extensive Crisis Management, Software Selection, M&A Integration, IV&V, Assessment, Strategic Solution Delivery, Finance, Tax, Procurement, OCM, Real Estate, Human Resources, Accounting/ Auditing and Information Systems background with private and public sector. *Functional and technical expertise Planning, designing, building, implementing, configuring, reporting, supporting, testing, cutover/go-live, training and validating systems utilizing Methodologies such as: Prince2, ASAP, ITIL, IPT, PMI, IBM Express Solution, Solution Manager, PACE, Kaizen, GE, TQM, LEAN, DMAIC, Mil-Spec, ISO, UML, TOGAF, Six Sigma and PMBOK.

- **16** Full Global SAP Implementations, **7** Re-implementations
- **9** Tax 3rd Party Implementations (Vertex and Sabrix), SOX, Taxware, COBIT, and International Tax
- **9** System Upgrades, **14** Global Template projects
- **14** M&A Post Integrations, **6** JVs, **8** Divestitures, **12** Consolidations, and **13** Turnarounds/Restructuring, **17** Assessments
- **14** Data Migrations / Conversions from SAP, Oracle, Maximo, JDE, Peoplesoft, Hyperion, Mainframes, MS Dynamics, Great Plains, Lawson, Baan, CGI Advantage and Siebel
- Integrations with Peoplesoft, Lawson, Siebel, AES, Ariba, Ab Initio, Weblogic, WebSphere, Kronos, WebMethods, ADP, Concur, EMK2, ETRM, Merrick, P2, Quorum, Taleo, Manhattan WMOS, Red Prairie, i2, JDA, MQ Series, BizTalk, SunGard, AES, GIS, ERSI, AutoDesk, Documentum, Workday, Salesforce.com, Trackwise, IBM Sterling Gateway, Servigistics, Smallworld, Wonderware, MES, FX, Fusion, Tibco, BigData, Hadoop, Tableau, and Kaba Benzing
- **Industry Solutions** - IS-Public Sector (Federal, TRM, A&D, State), IS-A&D, IS-Oil & Gas (TSW, PRA), IS-Utilities (CCS, FI-CA), IS-Telecom, IS-Mill, IS-Insurance, IS-Banking, IS-Auto, IS-AFS, IS-Retail, IS-Media, Service Part Management (SPM), and Unicode, SAP Afaria, SAP EAM, MDM Mobile, IsOil and IS-U (Upstream, Downstream, TSW, PRA, JVA, JIB, PLM and FI integration)

Versions – 3.0, 3.1, 4.0, 4.5, 4.6, 4.7, ECC 5.0, and ECC 6.0

SAP Products:

- FI:** AP, AR, New GL, GAAP, IRFS, CCS, FICA, FASB, GL, JV, PS, Fixed Assets, Treasury Management, Grants and Funds Management, Chart of Accounts, Restructuring, SOX, Hyperion integration, BPS, BCS, Spend Performance Management (SPM), Reconciliation, Credit Mgmt, Revenue Recognition, BPC, TM, Investment, CFM, Wall Street, FX, Bloomberg, Sungard and BW Integrations;
- CO:** Product Costing, Cost Center, Internal Controls, ECCS, Profitability Analysis;
- TAX:** VAT, Sales and Use, Withholding (ADP, BSI), Government Localization, Taxware, Vertex, Zytax, CorpTax, Sabrix, OneSource (Cloud);
- SD:** Order-To-Cash (OTC), Vistex, Billing, Pricing, Variant Configuration, Settlements, Deduction / Credit Management, EMB, Resource Related Billing (RRB);
- SM:** Service Sales and Marketing, Service Contract Management, CSS, Field Service Depot Repair;
- PI:** Order-To-Procedure (OTP), IM, MPC, QM, Vendor Evaluations, RFQ, VMI, SRM, CCM, PO Fax Applications, Maximo, EDI, IDOCs, EAI, Ariba Integration;
- WM:** RFID (Auto-ID, AIT, AII), RF Console, Red Prairie and I2 Integrations, Scanning, STO, Planning and Architecture, Serialization, ASCIS, AIT, Auto-ID;
- LE/**

GTS: NAFTA, Customs, Imports and Exports, Shipping, Transportation, Freight Costing, Freight Payment, AES, Warehouse Costing;

HR: HCM, Benefits, Time Management, ESS/MSS, ADP, Organization Management, Payroll, eRecruitment, Performance Management, Personnel Administration, Compensation, LMS, BSI, Kronos Time Clocks, Success Factor, Taleo, Adobe Forms, Kaba Benzing Time Clocks;

APO

/SCM: Demand Planning, GATP, SNP, PPDS, SPP, SNC, eWM, WM, TM, LE

MM: Purchase-to-Pay (PTP), ASN, Serialization, UID, VMI, Purchasing, Logistics Invoice Verification, EBP;

PS: WBS, Project Management, Project Tracking;

PP: MRP, MES, Meridian Integrations, Production Orders, KANBAN, AES Workbench, Raw and Composite Materials, Discrete Materials;

BI/

BW: BI, BPC, Hyperion, Clarity, Mobile, SaaS, Informatic, HANA, Oracle, SEM – BPS, BCS;

CRM: Customer Interaction, Public Sector Solution, Citizen Portal, SD Integrations, Sales, Quoting, Pricing, Marketing; Services, Salesforce.com, Pega, SM, Warranty, Aftermarket

Tools: Topcall PO Automation, ECM, Documentum, Solution Manager, SAP Tutor, IPT, IMG, RWD Infopak, Opentext, Primavera, Biztalk, WebMethods, Tibco, Ariba, Ariba Cloud P2P, Vistex, Informatica, Salesforce.com, PowerPlan, SAP Management Internal Controls (MIC), SAP Audit Management, FileNet

Oracle EBS Overview:

Program Director, Program Manager, and Strategic Solution Architect SME with extensive Crisis Management, Software Selection, M&A Integration, Assessment, Strategic Solution Delivery, Grants Managements and Financials Integrations SME, Procurement, Tax, Human Resources, and SCM background with private and public sector. *Functional and technical expertise Planning, designing, implementing, configuring, reporting, supporting, cutover/go-live, testing, training and validating systems utilizing Methodologies such as: SDLC, AIM, PMI, PMBOK, Waterfall, TQM, Six Sigma and Big 4.

- **9** Full Global Implementations, Oracle Federal Financials Version
- **6** Tax 3rd Party Implementations Vertex, EBTax, Taxware, Sabrix, SOX, COBIT, and International Tax
- **5** System Upgrades, **6** Global projects, **11** Assessments
- **9** M&A Post Integrations, **4** JVs, **7** Consolidations, Reconciliation, and **7** Turnarounds/Restructuring
- **9** Data Migrations / Conversions from GMS, Custom Mainframe Billing App, Baan, JDE, Infor, and Lawson
- Integrations with JDE, Siemens, Workday, Peoplesoft, Trackwise, Rockwell, Arbor BP, Perot, Siebel, Banner, Great Plains, GMS, Ariba, FileNet, Momentum, and Kronos, Siemens, Workday

Release – 10.x, 11i, 11.5.x, r12

Oracle EBS Products:

FI: GL, AP, PO, PO Automation, VSS, iProcurement, AR, SOX, FAS, GAAP, Project Costing, FA, Lock Box / Treasury / Cash Management, Grants, Funds Mgmt., COA, GL Consolidations, Billing, Contracts, Hyperion/Oracle Report Builder/Crystal Enterprise Reporting, Budgeting, Reconciliation, Collections, Sales Compensation (OIC), Fusion, and CA;

TAX

/REG: VAT, Sales and Use, EBTax, Zytax, Sabrix, Withholding, Government Localization, and Vertex; FASB 52, FAS 48, FAS 109, SOX, OMB, GEMMS, GAO, FEAR, TEAF, CAS, DFAR

Other: OM, IM, OTC, CRM, Quoting, Pricing, EAM,

HRMS: Payroll (PA), Payroll Integrations, Benefits, Taleo, PA, Ceridian, Compensation, Fusion, ADP, Kronos, ESS/ MSS, Lotus Notes, and Planview;

SCM: PTP, FSCM, Inventory, Shop Floor, Plant Maintenance, Order Management, SPP, PLM Integration, WM, Dementra, Advance Planning, MRP;

Tools: OBIEE, Cognos, SPSS, Fusion, Crystal Enterprise, Oracle Designer, Oracle 2000, Oracle Warehouse Builder, Retek, RMS, POS, Oracle Forms, Oracle Discover, PL/SQL, Portal, EAI (Tuxedo, Crossworld, and Weblogic);

Peoplesoft Overview:

Executive Manager, VP, Program Director, Executive Advisor SME and Strategic Solution Architect with extensive Crisis Management, Software Selection, M&A Integration, IV&V, Assessment, Strategic Solution Delivery, Finance, OCM, Real Estate, Tax, Human Resources, Accounting/ Auditing and Information Systems background with private and public sector. *Functional and technical expertise Planning, designing, building, implementing, configuring, reporting, supporting, testing, cutover/go-live, training and validating systems utilizing Methodologies such as: Prince2, IPT, SDLC, RUP, Waterfall, RAD, ASAP, PMI, Sigma, Big4, TSR, Stages and Gates, Workbench, and PMBOK.

- 15 Full Global Implementations, 9 Re-Implementations
- 8 Tax 3rd Party Implementations (Vertex), Taxware, BSI Tax, SOX, COBIT, and International Tax
- 9 System Upgrades, 15 Global projects
- 14 M&A Post Integrations, 3 JVs, 7 Divestitures, 9 Consolidations, and 12 Turnarounds/Restructuring, 14 Assessments
- 8 Financials COA Restructuring projects
- 14 Data Migrations / Conversions from Oracle, Maximo, Great Plains, JDE, Mainframe, and Siebel
- Integrations with SAP, Lawson, Siebel, Oracle, Ariba, Kronos, i2, Manhattan, Red Prairie, Documentum, Planview, Databasics, Maximo, M5, GIS, ECM/DMS, Salesforce.com, and Kaba Benzing
- Solutions - Campus, North American, Global, Healthcare, Commitment Control, Federal, and State Versions – 3.0, 4.0, 4.5, 5.0, 6.0, 7.0, 7.5, 8.0, 8.4, 8.8, 8.9, 9.0, 9.1, 9.2 and Fusion)

Peoplesoft Products:

FI: GL, KK, Commitment Control, AP, PO, ePro, AR, SOX, Approva, GAAP, Project Costing, AM, Lock Box /Cash Management, Grants, FA, Chart of Accounts Restructuring, Billing, Dunning, Settlements / Collections, Hyperion/Cognos/Crystal Enterprise Reporting, Budgeting, Revenue Recognition, Nvision, ESA, Projects, Contracts, Travel & Expenses, AP/PO to Ariba Integration, FAS reporting, ELM, SunGard, FX, Muxex, Bloomberg, and Internal Controls;

TAX: VAT, Sales and Use, Excise, Usage, Withholding / ADP, Government Localization, Vertex;
HRMS/

HCM: Payroll (Global, North America, and Localization), Benefits Admin, Compensation, Pension, Time & Labor, HR, ADP, ADP Interface, Stock Admin, Absence Management, eBenefits, ePay, eComp, ePerformance, eRecruit, eProfile, Mobile Time Management, Sales Incentive Management, Success Factor, Taleo, TAM, Kronos, Kaba Benzing;

SCM: OTP, eSourcing, FSCM, Inventory, EAM, Customer Order Management, Demand Planning, Supply Planning, Maximo, EDI, Shop Floor, Ariba Integration;

BI: Actuate, Cognos, Crystal Enterprise, Business Objects, Nvision, PPM and Data Warehousing;

FMS: Hyperion (FMS, Essbase, DRM, HFM, and Consolidations), Cognos FMS, and OutlookSoft

CRM: Sales, Order Capture, CTI Integration, Fulfillment integration, M5, Analytics, Sales, Marketing;

Tools: Peoplesoft Tools, PIA, Peoplecode, App Engine, Portal, EAI (Seebeyond, Crossworld, Tibco, WebMethods, BizTalk, MetaStorm BPM, IBM Sterling Gateway and OM, Commerce One, MQ Series, Tuxedo, Web Sphere, and Vitria), Murex, SunGard, M-Control, GIS, PowerPlan, and Component Interface;

Other ERPs Products:

CGI AMS Advantage:

- Executive Advisor SME, Strategic Solution Architect and Program / Project Manager
- GL, AP, AR, Budgets, General Accounting, Grants, Controls, Billings, COA, HR, Payroll, Personnel Administration, Benefit Administration, Compensation, Labor Cost, Momentum, VSS, Work Orders, Treasury, Cash Management, Procurement, Inventory, infoAdvantage, Business Objects, Integrations with Maximo, and Peoplesoft Custom Integrations
- Public Sector (Federal, State and Local)
- 4 Implementations, 4 Upgrade, and 5 Software Selections / Assessments
- **Versions:** 2.0, 3.0 (oracle platform), 3.0 (Mainframe), 3.8

Lawson / Infor:

- Executive Advisor, Strategic Solution Architect and Program Director / Delivery
- GL, AP, COA, AR, Billing, Tax, General Accounting, Grants, Funds Management, Controls, SCM, LMI, BI Suite, Billings, ESS, MSS, MAO, EAM, CSS, Mainframe Integrations, HR, Payroll, PA, Benefit, Compensation, Treasury, Cash Management, Procurement, IM, AM, integrations with Maximo, and integration with SAP.
- Private and Public Sector (State and Local) , Hospitals, Healthcare, Manufacturing
- **4 FLC Implementations, 7 Integrations, and 8 Software Selections / Assessments**
- **M3, S3, & Info Versions:** 4.0, 7.0, 8.0 and 10

MS Dynamics GP/AX/CRM:

- Executive Advisor, Strategic Solution Architect and Program Director / Delivery
- GL, AP, COA, AR, Billing, Tax, General Accounting, Grants, Funds Management, Controls, SCM, LMI, BI Suite, Billings, CRM, .Net Integrations, HR, Payroll, PA, Benefit, Compensation, Treasury, Cash Management, Procurement, IM, AM, integrations with Maximo, Salesforce.com, Zendesk, Ariba Cloud, and integration with SAP.
- Private and Public Sector (State and Local) , Hospitals, Healthcare, Manufacturing
- **4 FLC Implementations, 7 Integrations, and 8 Software Selections / Assessments**
- **Versions:** 2007, 2009, 2012 and 2013

Siebel:

- Executive Advisor, Strategic Solution Architect and Program Director / Delivery
- Financials, Billings, CRM, Marketing Analytics, UDI, CTI, EIM, OM, Mainframe Integrations, integrations with Telecom Billing Systems, EAI, SFA, WFM, and integration with SAP, Peoplesoft.
- Private and Public Sector (State and Local)
- **8 FLC Implementations, 7 Conversions / Migrations, 7 Integrations, and 9 Software Selections / Assessments**

JD Edwards:

- Executive Advisor, Strategic Solution Architect and Program Director / Delivery
- GL, AP, COA, AR, Billing, Tax, General Accounting, Controls, SCM, Billings, EAM, CSS, Mainframe Integrations, HR, Payroll, PA, Benefit, Compensation, Treasury, Cash Management, Procurement, IM, AM, Manufacturing, integrations with Maximo, Trapeze and integration with SAP.
- Private and Public Sector (State and Local)
- **4 FLC Implementations, 6 Conversion, 4 Integrations, and 5 Software Selections / Assessments**
- **Versions:** One World and Enterprise One

SAP Business One (B1) and SAP By Design:

- Executive Advisor and Strategic Solution Architect
- All Modules
- **4 FLC Implementations (1 FLC SAP By Design), 4 Software Selections / Assessments**
- Integrations with Workday, ADP, Kronos, Siebel, Salesforce.com, .Net, and other SaaS

Great Plains/Baan:

- Strategic Solution Architect and Program Director / Delivery

- Financials, HRMS, Manufacturing, and integration with Telecom Billing Systems.
- Private Sector
- **4 FLC** Implementations, **2** Conversions, **3** Integrations, and **2** Software Selections / Assessments

Deltek Costpoint and Ross:

- Financials, HR, SCM
- Public and Private Sector
- **2 FLC** implementations, **3** Conversions

Custom ERP / Mainframe / SaaS Applications:

- Financials, HRMS, Procurement, Billing, CRM, Collections,
- Private and Public Sector
- **26** Conversions / Migrations, **19** Integrations, **4** Implementations, and **18** Software Selections / Assessments
- Plex, Force.com, NetSuite, SAP By Design, Oracle CRM OnDemand, Salesforce.com, MAS 90, Banner, Info, Epicor, Oracle C&CB

Government Regulations / Reporting : Localization :

GAAP, OMB, SOX 404, HIPAA, HIT, MMIS, SAS 70, FAR, FAS, IFRS, FASB, FERC, NERC

Taxes/Languages/Regulations/Cost: (US, Canadian, French Canadian, Mexico, Brazil, Chile, Colombia, France, Russia, Germany, Ireland, Poland, Croatia (4E1B) / Eastern Block, Spain, Finland, Sweden, Italy, Portugal, Czech Republic, *EU, UK, EMEA*, Dutch, Denmark, Netherlands, China (Mandarin 4F1B), Brazil, Malaysia, South Africa, India (614B), Middle East (304B), Singapore (4H6B) , over 62 markets.)

Management Tools and Methodologies :

Microsoft Project & EPM, Workbench, ITIL, IPT, Waterfall, RAD, SDLC, CMMI, PMBOK, WBS, ASAP, Agile, Prince2, SDLC, KPI, EVM, IV&V, ORR, TOGAF, FEAF, DoDAF, TEAF, IBM Express Solution, ADM, OCIO, PMO, Shared Services, Center of Excellence, Shared Services, Government Control Boards (CCRB, TRB, etc.), Stages & Gates, PMI, Planview, RICEF / FRICE, SCRUM, Primavera, CA PPM, IBM BPM,

PROFESSIONAL EXPERIENCE

Customer: ASR Group (Florida Crystals)
Location: Toronto and Belleville, ON Canada, West Palm Beach, FL USA
Role: VP SAP Executive Delivery
Duration: 5/2013 – Present
Industry: CPG, Sugar Refinery
Project Size: 7K Employees

ASR Group (previously Florida Crystals) acquired Redpath Sugars and Streamline Foods in Canada. Deliverables consisted of migrating them from their JDE and MAS 90 applications over to SAP ECC 6.0 (IS-Mills) in the areas of Financials, Order to Cash, SCM, Warehouse Management, Plant Operations, MM, HCM, Procurement, BI, HANA, BigData, Hadoop, Tableau, ADP Cloud solution, Kronos T&E, and Concur to the current corporate instances as plants. Managed team, developed charter, scope, AFE, CAPEX, OPEX, implementation plans, project plans, and executive assessment documents. Along with resource selection, vendor management, and P&L responsibilities.

Customer:	SM Energy
Location:	Denver, CO USA
Role:	VP Chief SAP Solution Architect / Platinum
Duration:	1/2013 – 5/2013
Industry:	Oil & Gas, SAP IsOil
Project Size:	639 Employees, \$4B Market Cap

SM Energy was soliciting proposals for an SAP ECC 6.0 IsOil industry solution implementation. Our systems integration team included Sparta Consulting and Quorum Business Solutions. This implementation consisted of the Financials, Human Resources, Supply Chain Management, Joint Venture Accounting (JVA), Profit Revenue Accounting (PRA), Well /Land Management, UpStream and DownStream processes. SM Energy solutions will consist of SAP ECC 6.0 – IsOil full suite of products (FI/CO, PS, SD, Success Factors, HCM, MM, PM, PP, SCM, GRC, GEO.e, ERSI, EAM, BI/BW, HANNA, SAP EAM Mobile /Afaria, EAM, Mobility, and LE). The third-party applications consisted of ADP integrations, Quorum Division Orders (DO) and Land Management Suite (LMS), OilDex, Hyperion, ARIES, AES, EMK3, Ascent 143, Wellview, AVM, JIBLink, Concur, PowerPlan, many more.

- Acted as the Chief SAP IsOil Solution expert, and Program Manager
- Acted as the Platinum level consultant for all R/3, IsOil, PRA, and JVA for solution, design, and configuration.
- Lead all detailed deliverables for PRA (master data, production, revenue, volume allocations, valuation, tax/regulatory reporting, contractual allocation, contracts and pricing) and JVA (master data, capture, cash calls, overhead cash, calculation, JIB/JIBE billing, partner netting, suspense processing and allocations) modules.
- Assisted the Quorum Solutions team with the custom workflow / master data design for SAP PRA / Quorum Division Order custom design with will integrate/interface to AVM, PRA, JVA, SAP MDM and EMK3.
- Integration with Quorum Gas Plant management
- Responsible for To-Be solution documentation, software selection responses, strategy and roadmaps, Business and Technical Architecture diagrams, TCO, implementation cost projections and RFI/RFP process.
- Managed the Business – IT Alignment objectives, SAP / Quorum Solutions / Sparta Consulting off-shore development team in India, and executive steering committee and C-Level deliverables
- Advised Sparta to purchase SAP Rapid Deployment Solution (RDS) for R/3, PRA, and JVA to expedite implementation delivery.

Customer:	Intel
Location:	Chandler, AZ USA
Role:	VP SAP SPM Program Manager / SME
Duration:	1/2012 – 12/2012
Industry:	Semiconductor
Project Size:	101 K Employees, \$54B Revenue, 86 Countries

Intel is implementing SAP Service Parts Management (SPM) solution for spare parts / aftermarket business. In this process consists of the Reverse Logistics, Spare Parts Management, Direct Procurement, Customer Service, Warranty, Service Management, 3rd Party Logistics outsourced warehouses and manufacturing. Intel has SAP ECC 6.0 – MySAP full suite of products (SCM, APO, GATP, CRM, GTT/GTS, and SNC).

- Acted as the SAP SPP expert advisor, Solution Architect and Program Manager
- Managed the Business – IT Alignment objectives, SAP / Intel off-shore development team in India, and executive steering committee and C-Level deliverables
- Led, advised and delivered on the delivery, BPP, configuration, development of the key SAP SPM Service Parts Planning deliverables for the entire ASAP process.
- Developed immediate, Short-Term and Long-Term Strategic SPP strategic roadmaps and architectures
- Advised Intel to purchase SAP Rapid Deployment Solution (RDS) for SPP to expedite implementation delivery.
- Delivered a previous project SPM/SPP Lessons Learned executive report

Customer: Celgene
Location: Warren, NJ USA; London, England UK;
Role: Interim VP, ERP Executive Advisor
Duration: 1/2011 – 12/2011
Industry: Global Biopharmaceutical (Pharma), M&A
Project Size: 4 K Employees, \$3.6B Revenue, 46 Countries
Project Description:

Celgene has purchased Abraxis and Gloucester Pharmaceuticals would to integrate and consolidated their enterprise portfolio systems. Celgene has Oracle EBS r12 (financials, SCM and manufacturing), Siebel, SAP ECC 6.0 / MySAP (entire suite), Rockwell PMX / MES , Oracle FUSION /SOA, Mega, Oracle Clinical and PeopleSoft 9.2 HRMS/HCM . This is a FDA regulated and validated environment.

- Acted as the ERP Executive Advisor, Program Manager, ERP PMO, and Solution Architect
- Developed As-Is People, Process and Technology Assessment for the RFI and RFP process
- Short-listed System Integrators such as IBM, Oracle, Deloitte, Cognizant, and CSC
- Managed the Business – IT Alignment objectives and executive steering committee and C-Level presentations
- Advised on the development of the key ERP Business Critical Requirements, and Vendor Scorecard Matrix, and Vendor Scenarios
- Developed immediate, Short-Term and Long-Term Strategic ERP strategic roadmaps and architectures.
- Celgene massive M&A growth plan the architecture must scale, so the TOGAF architecture framework was selected. Generated Enterprise and Application level diagrams in IDS Scheer ARIS.
- Assisted with the Solution Architect for Celgene's RMOPs (Global Risk Management Portal) which will be developed in Oracle's Weblogic platform to the management of physicians, pharmacies, and patients. The application requirements consisted of localization, regulatory, multiple languages, Learning Management Systems, and legal contracts.
- Develop Recommendations, Redbook Approach, ERP/Enterprise TCO, assisted with the Business Case, and Draft Implementation Plan
- Oracle AIA/SOA and EBS integration with Channel Partners / BPO
- Trained and Environments: HIPAA, ICD 9, EMR, Validated (GXP) environments, FDA, etc.
- Managed and support a Workday FLC implementation for EU / UK BUs.
- Managed and architected the upgrade of PeopleSoft 8.9 to 9.2
- Managed Product Serialization business case, roadmap, POC, and phase implementation using SAP AII and Trackwise
- Reconfigured the SAP Audit Management
- Delivered Solution for the Financial Consolidations, HR, SCM, and Procure-to-Pay (P2P) Strategy
- Architected strategic integrations of Siebel CRM, Hyperion FMS, Agile, Vertex, Siebel Analytics , Salesforce.com, BPM, ERPs, Oracle Fusion, Sterling Commerce, EDI, RFID, etc.

Customer: EMC (Client: Acadia)
Location: Dallas, TX; Franklin, MA; USA; Cork, Ireland UK;
Role: Interim VP, ERP Executive Advisor
Duration: 9/2010 – 01/2011
Industry: Private, Information Technology, Cloud Computing and Electronics Manufacturing (Start-Up)
Project Size: EMC: 31K Employees, \$11.6B Revenue; Acadia: 250 Employees, \$200M Revenue
Project Description:

EMC Professional service is responsible for Acadia's a (VCE) Cloud Computing solution provider and manufacture. Acadia is backed by an joint partnership with EMC, Cisco, and VMWare. EMC consulting services are responsible for the strategic IT roadmap, infrastructure development, business architecture, IT alignment, Enterprise Applications environment, and ERP Vendor selection.

- Acted as the ERP Executive Advisor and Architect
- Short-listed ERP SaaS Vendors such as NetSuite, Glovia Force.com, Workday, Plex, and SAP Business ByDesign
- Advised on the development of the key ERP Business Critical Requirements, Vendor Scorecard Matrix, and ERP Vendor Scenarios

- Developed immediate, SaaS, Short-Term and Long-Term Strategic ERP roadmaps. Due Acadia's massive growth plan there is a new for ASP/Manage Hosting Solutions.
- Vendor Management, Short-listed for ERP demo and selection process for Lawson M3/S3, Plex, Info ERPLN/Baan, JDE Enterprise, SAP R/3 ECC – MySAP, Global Shop Solution, and Glovia
- Vendor Management for ASP/Manage Hosting com and selection for Secure 24, Velocity, OneNeck, IBM GBS, and Lawson
- Develop Recommendations, Program Management Approach, ERP/Enterprise TCO, Business Case, and Implementation Plan
- Develop Strategic Architecture to integrate Salesforce.com, BPM, ERP, TradeSphere, EDI, and
- Adhere to TOGAF and Enterprise IT Alignment methodologies

Customer: BHP Billiton / Huxley
Location: Houston, Texas; Singapore; Holland, The Netherlands
Role: Interim VP, ERP Executive Advisor
Duration: 5/2010– 9/2010
Industry: Global Natural Resources such as Minerals, Mining, Milling, Oil, Gas, and Metals
Project Size: 38K Employees, \$149B Revenue
Project Description:

BHP Billiton is the world's largest primary resource company. It was created in 2001 by the merger of Australia's Broken Hill Proprietary Company (BHP) and the UK's Billiton. The SAP ECC 6.0 IS-Oil & Gas, Is Milling, Is Utilities, Is-Discrete, IS-Mining was enhanced by BHP Billiton SAP team for commodities / derivatives trading, JVA/PRA, tax reporting, back-office processing, taxation, treasury management/banking/funding, Basel II, financial modeling / future performance projects, risk management, compliance/ regulatory, taxation, PowerPlan, and financials reporting.

- Acted as SAP Executive IM&C and OCM Advisor are as follows; SOX roles impact assessment, future state processes map, advised on the change management plan, roll-out/transformation approach, and chaos/risk management
- Assed the configuration and integration of the mark-to-market, hedge management, risk, value at risk, compliance, and treasury / currency business drivers for SAP environment.
- Discrete manufacturing for cables, steel ore, beams using raw commodities
- Facilitated remote workshops for blueprinting sessions for design and BPP documents
- Validated the SAP Strategic Solution (Functional / Technical) architecture for the EMEA, UK, and US rollouts
- Managed the all of the deliverables to BHP Billiton executive steering committee and PMO for the emergency/classified special project.
- Developed technical impact assessment for the following modules FI,CO, MM, SD, BI, WM, LE, SM, PRA/JVA, CRM, SRM, HCM, GEO.e, ERSI, EAM, Linear EAM, GIS, and FX
- Assessed the ECC 5.0 vs ECC 6.0 fit/gap critical requirements
- Developed the recommendations, TCO, draft business case, and roadmap plan
- Upstream / Midstream / Downstream process integration
- Developed solution and design architecture for PRA (master data, production, revenue, volume allocations, tax/regulatory reporting, contractual allocation, contracts and pricing)
- Suggested to BHP to purchase SAP PRA and JVA to integrate with their custom hedge/treasury management solution.

Customer: US Air Force
Location: Arkon, OH USA
Role: VP Oracle EBS Program Director
Duration: 2/2010 – 5/2010
Industry: Public Sector, Aerospace & Defense
Project Size: 150 K Employees, 46 FMS Nations, \$27 Billion in Operating Expenses

The eLog21 represents the Air Force's commitment to transform current logistics processes in support of the Warfighter. This transformation effort offers vast improvements to logistics effectiveness and costs; it represents an approach that cuts across stovepipes, eliminating burdensome processes and legacy systems Air Force-wide.

The eLog21 program is a part of the Expeditionary Combat Support System (ECCC) initiatives. Oracle EBS r12 is the chosen ERP platform. The program consisted of transformations, implementation, and IV&V activities. The following work streams are in focus: financials, SCM / Demantra, iProcurement, eSourcing, Logistics, Manufacturing, Product-Lifecycle Management (PLM, a Siemens Integrate solution), EAM, Materials Management, Mega, and MRO.

- Responsible for resource staffing of the oversight team members (IV&V), along job requirements, qualifications and labor categories.
- Responsible for business development and pre-proposal RFP preparation.
- Developed and delivered presentations to executive staff, COTR, ECCS, Computer Science Corporation, and GAO.
- Used Oracle's AIM project management methodology along with government DFAS and DODaF methodologies
- Delivered organization impact assessments, project risk assessment, in transition and out transition plans, program roadmap, high-level solution architect, and project management standard deliverables.
- Organized and managed the TCBs, CCBs, blueprint sessions, IV&V reviews, etc.
- Managed a team of FTE members, civil employees, and vendors (insourced and outsourced).
- Delivered weekly and executive status and communications to management and managed daily meeting for issues / escalation.
- ERP delivers consisted of transformation oversight, blueprint and configurations validations, integration and realization validations, UAT / verification testing and change management delivery approach.
- Pre-Sales / Business development deliverables and presentations

Customer:	State of Alabama
Location:	Montgomery, AL USA
Role:	Interim Sr. IT Director, ERP Executive Advisor
Duration:	8/2008 – 1/2010
Industry:	Public Sector, State Government
Project Size:	40K Employees, 168 Agencies, \$280 million
Project Description:	

The State of Alabama Office of the Comptroller's transformation (BPR) and assessment program covers financials, grants management, asset management, SCM, procurement, personal and payroll (HRMS), Mega, and technology processes with over 425 sub processes. The State of Alabama currently uses CGI AMS Advantage ERP applications (statewide) along with PeopleSoft (DOT), 25 plus legacy applications, and Lawson (ABC). There are over 168 State Agencies that in the scope of this project.

- Responsible for As-Is documentation, To-Be documentation, ITB process for ERP software selection, strategy ERP roadmaps, Business and Technical Architecture diagrams, Vendor Management, TCO, and RFI/RFP process for the ERP integrators.
- Developed and delivered a vendor specific Software-As A-Service (SAAS) / Cloud Computing solutions, an Enterprise Content Management (ECM / EDM), an vendor integrate solution for OTC/SCM/PLM, an integrate solution for Procure-To-Pay, a human resource WFM and time management, and a public sector CRM/Citizen portal solution whitepapers for the Executive Steering Committee.
- Developed an IT internal executive marketing strategy plan for products and services, to provide for the State's Departments. Conducted an impact assessment for the State of Alabama's existing processes and applications using TCO, change management, and EVM.
- Chartered a crisis management team and assessed the immediate impacts. Due to American Recovery and Reinvestment Act of 2009 (ARRA), OMB reporting requirements, and Federal Stimulus Package dollars the State of Alabama is require to redesign and re-implement current processes. The key areas focal points have been grants and funds management with DHS (Medicaid and Medicare), DHR, Mental Health, Department of Corrections, Local Governments, and Department of Finance. Worked with the new implementation of ICD 8, EMR, HIPAA, McKesson, Epic and Lawson at the State's hospitals, homes, and other facilities.
- Lead a team to develop short and long term solutions to adhere to the ARRA guidelines. The environment consists of CA PPM Grants Solution, Kronos, Fieldglass, CGI AMS Advantage, PeopleSoft, BI/Business Objects/EDW, SPSS, Documentum, and the varies Mainframe applications.
- Assessed the State of Alabama HCM Performance Appraisals processes within Performance Management, Personnel

- Administration, Compensation Management and PPDS As-Is and To-Be for proposal SAP ECC 6.0 implementation and integration with Taleo.
- Responsible for the State of Alabama immediate Procure-to-Pay (P2P) transformation solution and design for spend analytics, SRM, AP, PO, ARRA, Contracts, Business Intelligence, and Sourcing for vendor assessments along with current internal re-implementations for direct and in-direct procurement. Assisted with delivery of the ITB and RFP for the new procurement of the Procure-to-Pay vendor solution for Phase 1.
- EPIC / Lawson Implementation for 26 hospitals, 3 Corrections clinic facilities, and 8 clinics. Migrated from JDE to Lawson and McKesson / Cerner to EPIC. We implemented 13 modules of EPIC. We had 3 project managers reporting to me for the project. EPIC was the implementation partner. Team size was about 55 people and the budget size was \$95M

Customer: Gerber Enterprises
(Gerber Life and Gerber Foods Divisions – a Nestlé Company)
Location: Tempe, AZ USA
Role: VP SAP Executive Partner/Solution Advisor
Duration: 6/2008 – 8/2008
Industry: Food Processing, Life Insurance
Project Size: Global, \$27B, users based 175K

Project Description:

project was spawned by the divestiture of Gerber Enterprises that includes Gerber Foods, Gerber Insurance, and Gerber Financials by Nestlé. Scope of the project is migrate SAP ECC 6.0 servers environment from the Novartis's data center in Atlanta, GA and move it to Glendale, CA data center. This is a FDA regulated and validated environment.

- Responsible for the pre-sales development, strategic solution architecture, and roadmap for, and management of a data center move, along with the migration of the SAP ECC 6.0 environments into two (2) server instances for three (3) business units, and the on-going SAP Basis support.

Customer: Brock Group (Lindsay, Goldberg, & Bessemer – Parent)
Location: Houston, TX USA
Role: VP SAP Executive Change Management Advisor
Duration: 2/2008 – 6/2008
Industry: Oil & Gas, Industrial Specialty Maintenance
Project Size: Global, \$177M, BPO, IBM Global Services Integrator

Project Description:

Brock is a specialty contractor in the Oil & Gas industry and is a \$3B global company with multiple locations. They are in an extremely active M&A growth pattern and are preparing to go public in the immediate future. Brock has hired IBM Global services as the integrator to implement “IBM Express Solution” for SAP ECC 6.0. The SAP implementation covered financial consolidation of multiple acquisitions using BI/BPM/SEM/Outlooksoft and the NewGL, SD/RRB, HCM, FICO, eCATT, Solution Manager, RE-FX, ERSI, EAM, GIS, Treasury, MM, LE, TM, EAM, Adobe, PowerPlan, CRM, SM, unicode configuration, time & entry using CATS/Adobe Forms, Order-to-Procure process, Procure-to-Pay process, HCM performance management, performance administration, organization management, compensation, management, fixed assets (revaluation), SAP Audit Management/MIC, IS-Oil & Gas, Solution Manager, RWD Infopak for training, and contract billing.

- Responsibilities, as the SAP OCM Advisor are as follows; all organization communications throughout Brock enterprises and vendors, communications strategy, SOX roles impact assessment, current vs. future state processes map, change management plan, roll-out/transformation approach, stakeholder assessment, training plan, chaos/risk management and executive/governance management.
- As-is and To-be business process transformation
- Project management and delivery
- Assessment Management (Well and Land Lease Management)
- Payments / SD / Billing – Rating, Invoicing, Dunning
- HCM / SD / CRM / SM / MM / FI integrations
- SOX / Financial Governance
- QA/Validation and Cutover Activities
- GRC and Tax Reporting processes
- Upstream / Midstream / Downstream process integration
- Lead all BPP deliverables for PRA (master data, production, revenue, volume allocations, tax/regulatory reporting, contractual allocation, contracts and pricing)
- Assisted with integration design and configuration validation for FI and PRA JVA (master data, cash calls / overhead cash, JIB, partner netting, suspense processing and allocations) modules

Customer:	Cessna (A Textron Company)
Location:	Wichita, KS USA
Role:	VP SAP Executive Solutions Advisor
Duration:	9/2007 – 10/2007
Industry:	Aerospace & Defense
Project Size:	Global, \$127M, BPO, users based 25K

Project Description:

Cessna Aircraft Company is a manufacturer of general aviation aircrafts and one of the Aerospace & Defense (A&D) leaders. Cessna is part of Textron, which is an \$11 Billion global multi-industry company. This was a partner agreement with Deloitte consulting services and SAP America. The assessment covered SAP ECC 6.0/ MySAP in the following areas: (FI, MM, PM, SD, Taxware, SCM, MRO, EH&S, PP, QM, MES, Shop Floor, WIP, RE-FX, eCATT, Solution Manager, integration to GIS/ESRI, MRP, Procurement, MDM, APO, IBM WMB, Product Costing, BPM, BPS/BPC/SEM, and IM). This was a high-level assessment for Cessna Executive, Textron COE and Senior IT management. The other applications were Lawson, Ariba, and Kaba Benzing.

- Represented SAP America at Cessna to perform an independent Impact Assessment of the current SAP implementation (IV&V), which was in the blue-printing stage. The next deliverable consisted of a *serialization approach/design* to solve vendor part numbers / product serial number / material master, Spare Parts Management (SPM), UID, after-market parts SCM, and material master numbers assignment in SAP and other third-party systems.

Customer:	Clarke American (“Harland Clarke”- MacAndrews & Forbes)
Location:	San Antonio, TX USA
Role:	Interim VP, ERP Evaluation Selection /Integration Director
Duration:	2/2007 - 8/2007
Industry:	CPG, Financial Services, Banking
Project Size:	US and Canada Based, \$12M, BPO, users based 5K

Project Description:

MacAndrews & Forbes Worldwide Corp (private equity & holding company), which currently owns Clarke American, one of the largest check manufacturing and financial services companies is being merged with John H. Harland Company at a transaction value of \$1.7 billion.

- A member of the Clarke American “Clean Team”, responsible for the ERP evaluation and integration. The selection of the target ERP system for the combined companies because Clarke American was using SAP R/3 version 4.6c (all models, BW, Hyperion, Portal, etc.) and John H. Harland was using Peoplesoft Financials, HRMS (with ESS), Inventory, and HCM version 8.9. Performed OCM responsibilities to ensure for a smooth transaction into the SAP defined BPP for day-to-day operations.
- The deliverables for the ERP selection evaluation process consisted of cost, product roadmap, fit/gap, integration process and footprint in each company, resources, conversion timeline, the architecture, etc and responsible for day-one financials integration. Assisted with Clarke American SAP upgrade assessment, New GL assessment, SLO Assessment, business cases to version MySAP 2005/Netweaver ECC 6.0, used Mega for requirements, and managed the SAP ECC 6.0 upgrade.
- Reported to C-Level executives for directives and gave recommendations to them to meet aggressive merger timelines for cost, integrations, etc. Major integrations with Siebel Marketing Analytics, Fieldglass, Aspect eWorkforce Management, Genesys CTL, and Mainframe Billing applications were done with the SAP ECC 6.0 Netweaver. Lead the BPP and configuration efforts for the HCM performance management, SAP Audit Management / MIC, organization management, payroll, personnel administration modules in SAP ECC 6.0. The focus was in the performance appraisals, Vuru integration, Kaba Benzing time clock systems integration, and MSS/ESS. Established and managed the SAP Center-of Excellence (COE).
- Captured synergies savings of some \$200 million plus for the combined companies.

Customer:	BCHydro and AES
Location:	Vancouver, B.C., Fairfax, VA and Arlington, VA
Role:	VP Program Manager/ Solution Architecture
Duration:	12/2006 - 3/2007
Industry:	IS-Oil, IS-U, Generation, Renewables, Utilities, Power, Gas, Wind, Trading, and Alternative Energies
Project Size:	US and Canada Based

Project Description:

- Responsibilities, as the Client SAP Advisor are as follows, technology refresh /basis, TOC, roles impact assessment, current vs. 1 processes map, change management plan, roll-out/transformation approach, PowerPlan Data Warehouse, governance, turnaround management and executive/governance management.
- As-is and To-be business process transformation validations
- Project management and delivery
- SAP IS-U Upgrade Assessment from SAP 5.0 to SAP ECC 6.0 with NewGL
- Developed As-Is People, Process and Technology Assessment
- Upstream/Midstream/Downstream processing for distribution
- Delivered solutions for JVA/PRA along with treasury and cash management with integrations to FX
- QA/Validation and Cutover Activities
- GRC and Tax Reporting processes
- Upstream / Midstream / Downstream process integration
- Review and validated PRA master data, production, tax/regulatory reporting, contracts and pricing design.
- Assisted with integration FI (GL, AP) and JVA (JIB, partner netting, suspense processing and allocations), that consisted

- redesign of BPP, configuration and BAPI interface
- HCM / PLM (EAM)/ SD (Vistex) / WM/ CRM / MM / FI and third-party integrations
- Peoplesoft HCM integration
- The clients needed turnaround strategists because the critical Go-Live date was missed and budget overruns for implementation.

Customer: Lockheed Martin – I&TS
Location: Cherry Hill, NJ, EMEA, and Greenville, SC USA
Role: Interim Senior Director, Turnaround Strategists
Duration: 7/2006 – 11/2006
Industry: Aerospace & Defense
Project Size: Global, \$688M, users based 225K

Project Description:

Lockheed Martin is one the world's largest government contractors. The SWIFT Program was an initiative of the executive management and board of directors to ***integrate, re-implementation, and cutover*** of the SAP 4.7 R/3 suite (APO, COA, WBS, FICO, SD, MM, WIP, PP, WM, MRO, SCEN, IM, RE-FX, eCATT, GIS/ESRI/ArcView, Solution Manager, Enterprise Asset Management, BW, ECC 5.0, ECC 6.0 (upgrading), PM, MES, LE, Maximo, Shop Floor) environment with the ***new implementation of Peoplesoft 8.9*** Financials (GL, AP, AR, Billing, PO, AM, COA, Contracts, and Projects). ***This initiative enhanced the contracts and billing processes of the \$74 Billion backlog in projects.*** At the same time, Lockheed Martin acquired Aspen System Corporation and converted their Deltek Costpoint Financials (ERP) to the Peoplesoft Financial (ERP) system. Deloitte was the primary integrator responsible for SAP and PeopleSoft. There were more than 147 interfaces that had to be integrated. The key driver was the business reengineering of the FQA (chartfield structure) to new chartfield structure to support Peoplesoft and SAP integration.

- Responsibilities were leadership, acquisition integration strategy, all Go-live management activities for SAP, Peoplesoft and the Aspen conversion to Peoplesoft.
- Performed Transformation and OCM responsibilities to ensure for a smooth transaction into the SAP defined BPP for day-to-day operations.
- The client needed turnaround strategists because the critical Go-Live date was missed in June 2006 thus creating budget overruns for implementation. The internal cost of the 2 year program to date is in excess of \$422 million.

Customer: General Electric
Location: London, England UK and EMEA
Role: SAP Subject Matter Expert/ Vice President
Duration: 11/2005 – 5/2006
Industry: Healthcare, CPG, Financial Services
Project Size: Global, \$1.2B, BPO, users based 174K

Project Description:

Returned to GE to turnaround the program and lead the team through some business integration problems. This program will reduce the capital expenditures in COGS by 27%. GE have total re-engineered their supplier financing model for equipment that will save ups of \$7 Billion in cost and financing over 5 years. ***This will be the business model for the future of supply chain management for companies.***

- Managed the GE's internal staff, software integrators and their deliverables in a more aggressive manner to meet the timeline.
- Responsible for implementation of Radio Frequency Identification (RFID)/AIT/AII technology to the current SCM, MES, and CIM environments for the back office systems architecture in GE. This is Six Sigma lean environment.
- Managed the SAP Center-of Excellence (COE) for the EU region. The SAP instances covered all EU countries, US, Canada, Singapore, Russia, UAE, Brazil, South Africa, and Mexico.

- My staff's responsibilities included RFID implementation, cutover and validation of integration in the SAP R/3 4.7.2 environment (Financial-FI/CO, ABAP, ASAP, ECCS, MRO, SEM, BPS, BCS, SRM, Enterprise Asset Management, BW, SCM, CRM, SAP WM-RFID, SCEM, XI, Portal, Material Management-MM, WIP, IS- Retail, IS- Media, Quality Management – QM, Sales & Distribution – SD / RRB, Supply Chain & Logistics (APO), IM, Plant Maintenance-PM and CRM applications), EPC (Electronic Product Code) and industry mandates.
- Implemented the SAP RFID and WM solution medical device equipment. SAP Architecture implementation with other back-office COTs systems to speed up end-to-end workflow and enhance to performance time of the environment.

Customer: WellPoint Inc.
Location: Thousand Oaks, CA USA
Role: Peoplesoft Subject Matter Expert/Sr. Director
Duration: 7/2005 – 11/2005
Industry: Healthcare, Insurance
Project Size: Global, \$588M, users based 44K

Project Description:

WellPoint is the nation's leading health benefits (insurance) company serving the needs of approximately 28 million medical members nationwide. The merger of WellPoint and Anthem created the largest health care benefits company in history. This project will reduce the capital expenditures in IT budget by 3.8%. WellPoint has \$47B annual revenue.

- Responsibilities are program management as well as Subject Matter Expert (SME) for Peoplesoft Financials Integration (BI, GL, AP, AR, PO, AM, allocations, PC, COA, and CA), onsite vendor management of Peoplesoft, Ariba, Commerce One, Hyperion, IBM, and Planview.
- One of the founding members and managed the Peoplesoft Center-of Excellence (COE).

Customer: CBRE
Location: Newport Beach, CA, Los Angeles, CA and NYC, NY USA
Role: Interim VP, Peoplesoft Subject Matter Expert/ Consultant to CIO
Duration: 5/2005 – 7/2005
Industry: Commercial Real Estate, Investment Banking
Project Size: Global, \$912M, BPO, users based 121K

Project Description:

CBRE specializes in office, retail, and industrial, multi-family and other commercial real estate assets. They have affiliate and partner offices in over 200 offices worldwide. This project has reduced the capital expenditure budget by 13.8% and will add \$47M to the budget over the next 2 years.

- Responsibilities were to reform current Peoplesoft 8.8 and 8.9 architecture for all modules (Financials, CRM, SCM, and HRMS). All directives came from the CIO on what was expected.
- Refined Transformation (BPR) approach and update development, release and migration schedules.
- Established a governance process for the PMO to manage the Peoplesoft implementation.
- Accounted for the concerns of global rollout involving multiple locations, languages, and currencies.

Customer: General Electric
Location: London, England UK and EMEA
Role: SAP Subject Matter Expert/ Sr. Director
Duration: 3/2005 – 5/2005
Industry: Healthcare, Financial Services
Project Size: Global, \$1.2B, BPO, users based 174K

Project Description:

- Responsible for implementation of Radio Frequency Identification (RFID)/AIT/AII technology to the current SCM, MES, and CIM environments for the back office systems architecture in GE.
- GE trained us on Six Sigma on all methodologies and belts.
- Our actions were as follows: strategical planning, strategic solution architecture, critical path analysis, and BPR.
- Performed OCM responsibilities to ensure for a smooth transaction into the SAP defined BPP for day-to-day operations.
- Responsible for the delivery of written report that commandeered changes reducing COGS by 16% over the next 8 years.
- My staff's responsibilities included RFID technical proof-of-concepts proposal, impact matrix of the current SAP R/3 4.7 environment (Financial-FI/CO, ABAP,BPS, BCS, Enterprise Asset Management, SEM, SRM, ASAP, BW, SAP WM-RFID, SCEM, MRO, XI, Portal, Material Management-MM, IS- Retail, IS- Media, Quality Management – QM, Sales & Distribution - SD, Supply Chain & Logistics (APO), IM, Plant Maintenance-PM and CRM applications), EPC (Electronic Product Code), UNSPSC codes, and industry mandates.
- Evaluation and suggest of RFID related vendors and products for Proof-OF-Concept. Impact assessment was done for the GE's SAP R/3 5.0 upgrade in February-2006.
- Gap/Fit analysis from the existing GE's Ariba Buyer platform to match the functionality of SAP CCM 2.0 workflow and data mapping for evaluating of implementing into GE's Healthcare business unit. For the Healthcare business unit, we had to meet to all HIPAA compliance rules and best practices.

Customer: Department of Education (ED)
Location: Washington, DC USA
Role: Consultant to Chief Deputy Chief Information Officer/ Subject Matter Expert
Duration: 3/2004 – 2/2005
Industry: Public Sector – Federal Government
Project Size: US Based, \$811M, users based 374K

Project Description:

- Responsible for creating end-to-end solutions for the ED network and systems environment. The environment has over 300 application/systems such as the EDCAPs Oracle Financials 11i AIM (GL, AP, Grants, Purchasing, AR, FA, and Billing) integrations, eGrants (CACI for their eGov solution), Ariba implementation, Legacy Mainframe, portals, and client service systems.
- This consisted of evaluation of new technical products and services, implemented a Microsoft .Net architecture, developed roadmaps for equipment and device refresh, business process re-engineering for new data centers, generated capital/ budget plans for the entire ED network and system spending for each fiscal year, **subject matter expert for SECURITY compliance** and technical assessment reports for executive senior staff.
- Used and implemented the Federal Enterprise Architecture Framework (FEAF), Technical Reference Model, views, guidelines and practices.
- Managed the governance process using the TRB, CCRB, and SCR procedures.
- Planned and managed a \$21 million technical refresh budget for hardware and network equipment.

Customer:	IBM Global Services Group - IBM Business Consulting Services Division
Location:	Salt Lake, UT and New York City, New York USA
Role:	ERP Subject Matter Expert
Duration:	4/2004 – 6/2004
Industry:	Public Sector – Federal and State Governments
Project Size:	Global

Project Description:

- Responsible for an independent study of 5 ERP systems (SAP, Oracle, Peoplesoft, Lawson and AMS Advantage) for the IBM Business Consulting Services Division. The matrix consisted of all of the models of each software vendor in a very detailed matrix structure for RFP and RFI purpose.
- This deliverable was used to assist Fortune 100 clients and public sector clients in the selection process.
- Delivered the AMS Advantage requirements and scorecards for the financials, procurement, general requirements, and human resources areas for the State of Delaware.

Customer:	American Management Systems
Location:	Fairfax, Virginia USA
Role:	Turnaround Strategist / Sr. Director
Duration:	8/2003 – 2/2004
Industry:	Public Sector – State
Project Size:	Global, \$150M, BPO, users based 188K

Project Description:

- Coordinated upgrades of HR and financial systems for Commonwealth of Massachusetts. Utilized PeopleSoft HRMS version 8.8 and AMS-Advantage Financials and Grants Management version 3.0 implementation while conforming to state (Facts I and II Reporting, etc.) , CAS, and federal requirements.
- Managed a team comprised of domestic and offshore (India, China) development resources for a \$150 million implementation and upgrade project.

Customer:	Department of Justice (DOJ) - Office of Justice Programs
Location:	Washington, DC USA
Role:	Subject Matter Expert/Chief Strategic Architect
Duration:	4/2003 – 7/2003
Industry:	Public Sector – Federal Government
Project Size:	Global, \$3.2B, users based 574K

Project Description:

- Implemented Treasury Enterprise Architecture Framework (TEAF) and Federal Enterprise Architecture Framework (FEAF) under presidential mandate.
- Re-engineered current applications to allow for eGov initiative with joint agencies under Homeland Security. Grants Management System (GMS) was upgraded, also integrated with Oracle E Business Suite 10i (GL, AP, AR, Budgeting, Grants Custom Interface, Purchasing, HR/PY interface, Project Costing) and other legacy systems.

Customer: Genuity Solutions (Verizon)
Location: Burlington, MA USA
Role: Subject Matter Expert
Duration: 6/2001 - 10/2002
Industry: Telecommunication, Internet/Data Communication Provider
Project Size: Global, \$1.2B, BPO, users based 131K

Project Description:

- Responsible for strategical assessment, restructuring, merger and acquisition integration, business process re-engineering, roadmap and implementation plan for the enterprise integration of Genuity and its three acquisitions. The environment included Siebel 2000 (Billing, CTI, and CRM), Kenan Arbor/BP, MetaSolv TBS, Peoplesoft Financials and HRMS, SAP R/3 Financials FI/CO module(s), Ariba, Information View, and Vitria (EAI).
- Managed the team to conversion of PeopleSoft Financials to SAP financials.
- Data cable product manufacturing and data supplier
- Performed OCM responsibilities to ensure for a smooth transaction into the SAP defined BPP for day-to-day operations.

Customer: United States Department of Agriculture (USDA)
Location: Reston, VA USA
Role: CIO / Consultant
Duration: 3/2001 – 7/2001
Industry: Public Sector – Federal Government, Start-up
Project Size: US Based, \$78M, BPO, users based 974K

Project Description:

We applied for the Small Business Innovation Research (SBIR) grant for the United States Department of Agriculture (USDA). This visionary and innovation project was to solve the communications and business intelligence for farmers through out the US and the world.

- Designed and develop a 3G palm pilot application and the integration solution to for back-office processing. The business model consisted of streaming media, market data, current business financials, procurement, and supply-chain capabilities to the farmer on-the-go.
- Oversaw the product development SDLC from concept-to-production using existing 3G-palm pilot application framework. The “Farm Wonder” application interfaced Peoplesoft, SAP logistics, Ariba, etc.
- Planned and managed a \$78.5 million implementation.

Customer: SYBASE
Location: Emeryville, CA/ Concord, MA USA
Role: Subject Matter Expert / Consultant
Duration: 2/2001 - 4/2001
Industry: Telecommunications and Utilities, High Tech Software Provider
Project Size: Global, \$927M, BPO

Project Description:

SYBASE developed a turn-key portal solution for Telecommunication and Utilities Companies. The Electronic Bill Presentment Payment (EBPP) was to deliver shorter time-to-market solution using the existing architecture frame.

- Evaluated an internal portal product for Sybase product launch for market readiness, product development, product lifecycle, PLM, product placement, market impact, impact to current middleware vendors functional and technical architectures in the Telecom / Utilities verticals, and the TCO.
- Delivered the design modifications, documentation of product advantages and opportunity areas, and market study data for product placement. Market value of product was \$927 million.

Customer: Winstar
Location: Herndon, VA USA
Role: Chief Technology Officer / Consultant
Duration: 4/1999 – 2/2001
Industry: Telecommunication, Internet, Retail, CPG, DOD, Start-up
Project Size: Global, \$12B, BPO, users based 77K

Project Description:

Winstar is a conglomerate of Communications, eCommerce, New Media, Entertainment, and Retail companies.

- Served as Chief consultant on technology to Executive Team.
- Contributed to the definition of key strategic business objectives leveraging Winstar's IT capability.
- Selected large-scale purchases such as Genesys-CTI, Peoplesoft applications, Oracle, PowerPlan, BEA, EBPP, and TIBCO.
- Established the strategic enterprise plan for the IT infrastructure. Adhered to methodologies including The Open Group Architecture FrameWork (TOGAF), Telecommunication Management and Network (TMN) and Unified Modeling Language (UML).
- Created concept for architecture of Winstar Internet Platform (WIP) and Office.Com (B2B).
- Responsible for integration projects resulting from Mergers & Acquisitions.
- Included in these projects was the Migration of 19 billing systems to one core system for Winstar Communications Division and consolidation of fixed-wireless networks.
- Managed and integrated a \$355 million infrastructure for EAI projects, ERPs (consolidations from Oracle ERP, Perot, JD Edwards, and Great Plains to Peoplesoft), OSS, and billing systems implementation.
- Managed staff of 47 internal and external (vendors).
- Strategic input and assessment for 8 company acquisitions and 3 mergers in one year (with a total of 37 transactions).

Customer: Call Technologies
Location: Reston, VA USA and Canada
Role: Director / Consultant
Duration: 1/1999 – 4/1999
Industry: Telecommunications, CPG
Project Size: Global, \$1.5B, users based 933K

Project Description:

- Managed team responsible for implementing Call Technologies telecom products such as Call Provider. Clients included Ameritech, SBC, Verizon, Worldcom, Bell Canada, Sprint, and Bell Atlantic.
- Assisted with business development and on-site projects for all of the above clients.
- CPE equipment and cable manufacturer
- Designed strategic architecture solutions to integrate with BSS and OSS systems such as SAP, Peoplesoft, Oracle, Lawson, JD Edwards, Siebel, Genesys, Custom Billing Applications, Arbor BP, Saville, Convergences, SEMA/LHS BSCS, Verizon Applications, Lucent, Nortel, Wintel, AMC, Cisco, etc.

Customer: LHS Group
Location: Atlanta, GA USA, Brazil, Colombia, Canada and EMEA
Role: Director/ Consultant
Duration: 7/1998 – 1/1999
Industry: Telecommunications, Utilities, High Tech Software Provider
Project Size: Global, \$36.5B, BPO

Project Description:

Largest telecommunication billing software company based in Germany with a customer based on all of the continents.

- Managed vendor relationships with clients such as Nextel, Telecorp, Sprint, Alltel, AT&T, 360, OminiPoint, Iridium, Global Star, PacTel, ComTel, Bell Canada and many more. These clients were located in North America, Central America, Europe, and South America.
- Managed a team of 129 senior implementation consultants that focused on the LHS BSCS billing system configuration and integrations to ERP systems such as SAP, Siebel, Peoplesoft, Lawson, Oracle, Great Plains, Baan, etc.
- Responsible for business development of \$238m in revenue, vendor management, contract related expenditures, negotiation of new contracts, and the end-to-end delivery of the BSCS system for clients.
- Negotiated strategic partner deals such as Vertex, Lucent, MetaSolv, Crammer, Andersen Consulting, IBM, Ernst & Young, Cap Gemini, HP, PWC, KPMG, ADC, AMS, Deloitte, Arthur Andersen, Logica, etc. implementation agreements for BSCS product.
- Managed the implementation and upgrades of Peoplesoft Version 7.x Financials and HRMS modules which cover multi-currencies, multi-languages, and 24/7 global production operations.

Customer: Teligent
Location: Vienna, VA USA
Role: Program Manager/Consultant
Duration: 1/1998 – 7/1998
Industry: Telecommunications, Start-up
Project Size: Global, \$1.1B, users based 34K

Project Description:

Teligent was a Fixed Wireless Telecommunication start-up company offering service globally.

- Managed a functional and technical team of 85 that provided requirements and implementations of Saville CBP billing systems and Lawson ERP systems with a budget of \$98.3 million plus. This team was responsible for all facets, such as integration to back-office systems, regulatory and the taxation compliances, provisioning, customer care, billing, financials models (such as AP, AR, PO, AM, Vertex, and GL) and human resources modules (such as Compensation, Benefits, Payroll, and Time & Labor) activities.
- Assisted with the initial ERP assessment of Oracle ERP v8 to replace Lawson ERP due to company growth.
- Delivered results in an extremely aggressive, deadline-oriented environment because of the business startup objectives.

Customer: Regional Transit Authority (RTA)
Location: New Orleans, LA USA
Role: Chief Information Officer / Consultant
Duration: 3/1998 – 4/1998
Industry: Public Sector - Transportation
Project Size: US Based, \$55M, BPO, users based 5K

Project Description:

- Responsible for turning around critical business concerns such as the cash flow management process, company financial restructuring, and funds allocation for RTA by realigning their current business strategic plan and procedures to adhere to the company's mission.
- Coordinated the efforts with a team of thirty-five highly skilled internal and external resources.
- Developed enterprise systems architecture model, add additional standards and protocols for data exchange, software, operational policy, generate a new roadmap for all new implementation to the enterprise, business processes and interconnectivity of network information systems
- Negotiated vendor selection such as Trapeze and JD Edwards ERP systems, restructure their maintenance agreements with IBM for equipment.

Customer:	BTG
Location:	Fairfax, VA USA
Role:	Program Director / Consultant
Duration:	9/1997 – 12/1997
Industry:	Information Technology
Project Size:	Global, \$1.7B, BPO, users based 632K

Project Description:

- Successfully implemented a 7x24 Global Business and Operation site tasked to provide operational, and technical support to BTG's business partners in 15 countries.
- Operational responsibilities included; Business Strategy Development and Execution, Financials, Processes, Procedures, Documentation, Infrastructure Design, Selection and Implementation of Supporting Systems and Tools, Recruiting, and Training Multi-lingual Business Analysts supporting 17 languages.
- Responsible for the implementation of PlanView time reporting system for Ernst & Young (one of the Big 6 accounting firms).

Customer:	EDAW
Location:	Alexandria, VA USA
Role:	Program Manager / Consultant
Duration:	3/1997 – 9/1997
Industry:	Architecture, Construction, and Civil Engineering (DOD)
Project Size:	Global, \$52M, users based 74K

Project Description:

- Managed team of project managers who were responsible for developing an Activity Planning and Management application for Naval Support Centers, which integrated facilities maintenance, financial management, engineering, environmental, space management, and reporting systems. The application was developed in Visual Basic 5.0, Microsoft Access, ArcView, and Oracle 7.3.2.

Customer:	Freddie Mac
Location:	McLean, VA USA
Role:	Project Management / Consultant
Duration:	9/1996 – 3/1997
Industry:	Mortgage Banking
Project Size:	Global, \$2.2B, users based 223K

Project Description:

- Managed an implementation team that developed a Multifamily Management Application for Freddie Mac Business Partners called Loan Prospector. Loan Prospector included processing integration to a Credit Rating, Capital Markets and Investment Banking transactions systems and integrated with SunGard, Murex, Peoplesoft Financials, Hyperion, etc. The application was developed in Microsoft Visual Basic 4.0 and Sybase System/10 used for the database. Full Life-Cycle development (SDLC) in a Client/Server (Three-Tier) environment.
- Canned and statistical reports were developed in Crystal Reports 5.0.

Customer:	Cordant
Location:	Reston, VA USA
Role:	Project Manager / Consultant
Duration:	1/1996 – 8/1996
Industry:	Information Technology, Public Sector – Federal
Project Size:	US Based, \$763M, users based 245K

Project Description:

- Managed team that designed and developed an application for the United States Postal Service using an interactive point of sales system. This project consisted of Full Life-Cycle development in a client/server environment.

Customer:	Philip Morris
Location:	Richmond, VA USA
Role:	Project Manager / Consultant
Duration:	11/1994 – 8/1995
Industry:	CPG
Project Size:	Global, \$452M

Project Description:

- Managed team that designed and developed a manufacturing application. This application saved Philip Morris over four million dollars per year in tow waste.
- Acted as Product Lead both for business and technical support. MES, plant maintenance, shop floor, and PLC integration project to help reduce tobacco cost by adding the correct amount of filter tow to tobacco ratio for cigarettes.

Customer: MCI
Location: Cedar Rapids, IA USA
Role: Consultant
Duration: 5/1994 – 9/1994
Industry: Telecommunications
Project Size: Global, \$317M, users based 3M

Project Description:

- Revised a long distance calling card system was a part of the \$76.3 million project that saved MCI \$491 million in Mexican calling card fraud.
- Developed programs and scripts change parameters in the custom billing applications platforms using UNIX C and tools.

Customer: Crescent City Computers
Location: Jackson, MS USA
Role: CIO
Duration: 8/1993 – 5/1994
Industry: Information Technology, Real Estate, Start-Up
Project Size: US Based, \$13M, users based 36K

Project Description:

- Visionary, leader and designer of an on-line multimedia real estate multi-listing system for the largest real estate brokerage start-up in the southeast. We were acquired by Latter & Blum Corporation.

Customer: International Business Machines Federal Sector Division
Location: Manassas, VA USA
Role: Consultant
Duration: 1/1993 – 8/1993
Industry: Aerospace & Defense, DOD
Project Size: Global, \$8.2B, 12 Year Program

Project Description:

- Managed the B1/CMW secured AIX software operating systems environment for DOD clients.
- Performed customer demonstrations for imaging process system for tactical tank simulations for a state of the art advanced training system programs.

Customer: Entergy Services Corporation
Location: New Orleans, LA USA
Role: ERP Consultant
Duration: 6/1991 – 12/1992
Industry: Utilities, Oil & Gas
Project Size: US Based, \$510M, users based 74K

Project Description:

Entergy is the largest utilities company in the Southeast Region of the United States with market value of \$17 Billion. They focus on the gas, electric, oil and power markets.

- Lead a team with the Peoplesoft ERP acquisitions integration of Arkansas Power & Light, Mississippi Power & Light, and Louisiana Power & Light.

Customer:	International Business Machines Federal Sector Division
Location:	Manassas, VA
Role:	Consultant
Duration:	12/1989 – 5/1991
Industry:	Aerospace & Defense, DOD
Project Size:	Global, \$29B, 15 Year Program

Project Description:

- Developed Interactive multimedia classroom system and distance learning for IBM advanced training systems for DOD (Army, Navy, and Air Force) clients. A member of the DOD sales and marketing team for advance training systems.
- Supported IBM Semiconductor Division for seven months with presentation development and custom applications.

PUBLICATIONS AND CONFERENCES

Published and Presenter:

Wellesley Information Services (WIS) – SAP Insider / www.sapinsideronline.com
Managing SAP Projects 2007 Conference in Miami, FL
Getting it right the first time: Avoiding the 5 fatal mistakes of SAP projects

Published and Presenter:

Graduate Research
“Objective Measures for Sensorineural Hearing Loss Compensation Techniques”
Studied under the directions of Dr. Janet C. Rutledge
Northwestern University / Evanston, IL USA

EDUCATION

Undergraduate: Bachelors of Science in Computer Science / Accounting
Jackson State University / Jackson, MS USA

Graduate: Graduate Research
Electrical and Computer Engineering
Northwestern University / Evanston, IL USA

CERTIFICATIONS AND TRAINING

SAP Training: SAP Enterprise Architecture, ASAP, SRM, WM, Netweaver, and SOA,
Architecture

Training: Strategic and Concepts of EAI, Tibco, Certified in BEA Products, ERWIN, TOGAF, DoDAF, FEA, EIM, OMB, FEAF, TEAF, Lucent, Telelogic System Architect, Zachman, NASCIO, and TOGAF

Peoplesoft: Financials, HRMS, Portal, HCM, and HRMS eSuite

Management: Six Sigma Master Black Belt, PMP, Stages & Gates, PWC, Anderson, IBM Agile, Microsoft Project 2010 & Project Server,

(EPM)

Billing: Kenan Arbor, Telcordia, LHS BSCS, and Saville Billing CBP

Quantum Leap Methodology (Executive Management Program):

- Executive Management and Executive Board of Directors
- Crisis Management
- Executive Leadership Academy
- Turnaround Specialist
- Private Equity, Mergers & Acquisitions, and Divestitures
- Raising Capital
- Financials for MBA