

Dan Anghel

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SENIOR IT EXECUTIVE

*Innovative thinker with broad-based expertise in major business processes and IT organization development
Proven ability to quickly analyze business drivers and develop key solutions to grow the bottom-line*

High-integrity, energetic leader known for ability to envision and create successful outcome in dynamic environments while remaining pragmatic and focus. Diverse industry and techno-functional expertise, with a tenacious commitment to driving business performance, profit and market-share growth. *Areas of Excellence include:*

- Leading Change
- Business Processes Management
- IT New Generation Solutions
- High-stake Negotiations
- Developing New Business
- Forming Strategic Alliances
- Risk Management
- Creating Winning Business Plans
- Managing Budgets and P&L
- Leading & Developing Teams
- Tactical Planning
- Delivering Turn-key Solutions

EXECUTIVE HIGHLIGHTS

Build solid track record of increasing sales, operational improvement to drive productivity and reduce cost and transforming all business in being proactive instead reactive to the actual dynamic and demanding economic environments.

- **Strategic planning** - Turned around underperforming department by completely changing the business model and strategy – grew visibility over the business 100% in 2 year
- **Transformational Change** – Introduce new generation solutions by developing the road map strategy and tactical implementation approach that drove costs reduction and improvement of EBITDA.
- **Business Development and Sales** – Effectively led international project teams to proven results across multiple lines of business, geographic borders, time zone and cultures resulting in increased sales with 15% up to 200M
- **Enterprise Performance** – Conceived innovative EPM(Enterprise Performance Management) strategy and implemented EBI(Embedded Business Intelligence) solutions that increase annual revenue by 10 to 20 % up to 15M

CAREER HISTORY & ACCOMPLISHMENTS

National Grid

HANA & Big Data Program Director /Architect

04/2016 – present

Leading and coordinating the BI platform implementation and planning & managing the BI road map. The main components of the platform are HANA, BW, BOBJ, IS/DS and BPC.

Oversaw staffing, strategic directives, and training of the group. Developed and implemented strategic “BI Solution” plans, establish BI Objective and prepared the best practice to implement the solutions to the clients.

Managing relations with all contributors from infrastructure virtualization (HEC and T-Systems) to , EAI, and BI more advanced Application Development.

The goals of the solution are: to create 100% visibility of operational and managerial decisions of O2C, R2R, P2P and Proc2Pay cycles, Customer and Product Profitability, Integrated planning and Advance BI Application in Predictive Models and Simulation.

The solutions are transforming the National Grid from a classic Utility company to a Digital Utility company with Intelligent Grid and other digital solution for efficient energy solution Companies as well analytics driven company .

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Tata Consulting Services HANA & Big Data Program Director /Architect

04/2015 – 05/2016

Client: AMEX, Phoenix, AZ ,

Leading and coordinating the HANA and Big Data - DAAS (Data as a Service) implementation and planning & managing the Solution Road Map. The main components of the DAAS Application are Big Data Platform for AMEX as well the client portal for the UI interface and the SFT (Secure File Transfer) part for delivering the data in all formats. The source of the data are the backend and front end systems use by AMEX.

Leading and coordinating the BIG DATA platforms implementation and planning & managing the BIG DATA road map.

Developing ADVANCED BI APPLICATIONS in the area of ANALYTICS, PREDICTIVE MODELS, DECISION SYSTEMS and EBI Solutions.

Oversaw staffing, budget, strategic directives, and training of the groups. Developed and implemented strategic “DAAS Solution” plans, budgets, and dependencies in the program. Used AGILE Methodologies for Program management.

Establish Operational Big Data Application Objective and prepared the best practice to implement the solutions to the AMEX clients.

Client WBG (World Bank Group) , Washington, DC

Leading and coordinating the BPC on HANA implementation and planning & managing the Solution Road Map. The main components of the WBG BI Application are HANA, BW on HANA, BPC on HANA, BODS, INFORMATICA, EP, and BOBJ.

BPC is implemented in FIRST PHASE for FI planning and cover Budget/Strategic Planning, Staff Affordability Planning, CAPEX planning, Cost and Project Planning.

My role is to manage and coordinate the BPC Implementation & Integration with a BW on HANA upgrade and with other planning systems.

The project will follow a waterfall approach for the first two phases: Requirements and Scope Definition/Validation and BPC Solution Design and a AGILE approach for the DEVELOPMENT, TEST, CUTOVER and GO LIVE.

Accenture (ASG) in Germany

DD&A Director

2012- 04/2015

Leading and coordinating the BI platforms implementation and planning & managing the BI road map. The main components of the platform are SAP (HANA, BW, BOBJ, PCM and BPC), ORACLE, IBM, HP VERTICA and others.

Leading and coordinating the BIG DATA platforms implementation and planning & managing the BIG DATA road map. Developing ADVANCED BI APPLICATIONS in the area of ANALYTICS, PREDICTIVE MODELS, DECISION SYSTEMS and EBI Solutions.

Oversaw staffing, strategic directives, and training of the groups. Developed and implemented strategic “BI Solution” plans, establish BI Objective and prepared the best practice to implement the solutions to the clients.

SUN Products Corporation, Wilton, CT

BI & DATA Director

2011-2012

Leading and coordinating the BI platform implementation and planning & managing the BI road map. The main components of the platform are HANA, BW, BOBJ, PCM and BPC.

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Managing relations with all contributors from infrastructure virtualization, EAI, to BI more advanced Application Development.

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The goals of the solution are: to create 100% visibility of operational and managerial decisions of O2C, R2R, P2P and roc2Pay cycles, Customer and Product Profitability, Integrated planning and Advance BI Application in Predictive Models and Simulation.

Achievements:

- Complete design of the BI Platform, Implementation Plan and KPI matrix to measure the goals
- Initiate installation of infrastructure hybrid solution using BW and HANA
- Consolidate BI requirements and started end-user training in future BI tools.
- Completed the plan for implementation of phase 1 and defined phase 2 to 5 till end of 2015

Gerdau Ameristree, Tampa, FL

2008-2011

BI & DATA Senior Director

Lead IT operations and strategic directions with full responsibility for bottom-line factors, including long term planning, ERP and “Globo Template” development process and BI Road Map management. Maintained full responsibilities for a 200M P&L. Provide cross-functional management, direct seven Senior Managers and general oversight 250 employees and consultants. Directed all operations for service provision for infrastructure, developed design layouts and completed build-out BI key solutions for all major business organizations such as CEO, CFO, CIO, Sales & Marketing, Procurement & Logistics, Production Management.

Gave visibility 100% over all major business processes including order-to-cash, procure-to-pay, hire-to-retire.

- Provided executive leadership for a 200M “Globo Template” project to reshape the management system using the last version of NW2004s with all modules. Lead operations and strategic directions with full responsibilities for bottom-line factors, including EPM & IP, global product management (Variant Configuration) and development process.
- Delivered products on time with 98% customer satisfaction rate by using new generation technologies
- Reduced costs by 50% (up to 2M) using data analytics, data mining and embedded BI results on business processes
- Delivered 100 % Data Governance Solution and automate 75% of major business processes such Order to Cash , Procure to Pay , Plan to Produce . The revenue boosted 30% up to 10M
- Delivered 90% of Integration Planning and Consolidation Solution with a 40% increase on efficiency of product life cycle

BearingPoint Inc., Miami, FL

2006-2008

BI Director

Directed BI group, including Senior Managers, Managers and Consultants. Spearheaded vision, strategy and execution of the group operations. Directed international and national project teams through due-diligence, prioritization, and development. Oversaw staffing, strategic directives, and training of the group. Developed and implemented strategic “BI Solution” plans, establish BI Objective and prepared the best practice to implement the solutions to the clients. Maintained full responsibilities for a 300M P&L and a team of 100 consultants. Managed and controlled all the PM related matters such annual performance process, hiring and terminating, training and promotions.

Boosted revenue of the BI group by 35% in 26 months and drove market cap up to 250M

- Create a more responsive and market-driven organization resulting in increase sales and better quality
- Substantially improved productivity while reducing operational costs and reuse of solutions by industries
- Open new marketing channels and establish strategic alliance with SAP, Oracle and other BI Vendors
- Developed and introduce new BI Solutions for all type of customers, minimizing the implementation time, maximize reusability and increase efficiency. All managed projects where “globo projects” with budgets between 100M to 200M and teams of professionals with 50 to 200 members.
- Earned a lot of clients reference as result of outstanding contributions to their business efficiency.

SAP America Inc., Morristown, NJ

2004-2006

BI Director

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Controlled and managed a 200M P&L and a group of 75-100 consultants.

Directed product and regional /international group operations and general oversight 75 consultants. Participated in development of new key technologies used in BI, EIM and EII field. Recruit, trained, mentored and developed a new management team of the group. Directed international and national project teams through due-diligence, prioritization, and development. Managed and controlled all the PM (People management) related matters such annual performance process, hiring and terminating, training and promotions.

Grew sales of SAP BI Solutions from 50 to 150M and sustained 15% and profit, for 3 years

- Closed 10 contracts with Fortune 100 clients; build strategic partnerships with major SAP implementers and partners
- Facilitated development and release of critical new product NW2004s. Subsequently secured major corporate client as well as SMB clients
- Identified target, led negotiations, completed deal, and successfully integrated operations. The budgets for the projects were on the range of 20M to 300M
- Oversaw staffing, strategic directives, tactical directions, daily operations and training of the group.
- Effectively led international project teams (50 to 250 members) to proven results across multiple lines of business, geographical borders, time zones and cultures.

Dan Anghel Management Consulting
Founder/Owner

2002 - 2004

Started up company specializing in management consulting services. Established the operation base, and hired a team of 5 capable of handling over 10 projects in an interval of 2 years. Developed marketing plans, collateral and sales plans, control budget and implementations of ERP/BI/EIM Solutions.

Grew business from zero to 1.4 M in 20 months

- Developed and implemented innovative business concepts and supporting technical solutions to address under-served niche part of clients business and integrated the solution on general business model and supporting technologies.
- Managed projects where with budgets between 10M and 130M and human resources between 10 to 60 professionals, and successfully integrated operations with 95% quality.
- Oversaw staffing, strategic directives, tactical directions, daily operations and training of the group
- Oversaw major pricing decisions and performed monthly financial evaluation of the company results and new opportunity in the tunnel.

PriceWaterhouse Consulting
SAP Director

1997 – 2002

Directed regional and international ERP & EAI groups, including mid-level managers, consultants, and client professionals. Lead vision, strategy, and execution of global business operations. Directed national and international projects (of 50M to 300M) over full life-cycle, through due-diligence, prioritization, development, implementation and support. Created & Established the Enterprise Application Integration Departments as well the Enterprise Data Warehouse group.

Grew sales of SAP & EAI Solutions from 100 to 500M and sustain 20% annual profit for 5 years

- Created more responsive and market driven organizations resulting in increased sales and revenue.
- Successfully identify and resolve business issues, resulting in cost reduction, better performance and flexibility on a constant changing economic environment.
- Conceived innovative business strategies and supporting technologies solutions that increased revenues and position companies as leaders on their market place.
- Earn performance achievement award as a result of my outstanding contribution to PwC and its business clients.

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EDUCATION

Diploma of Engineer (equivalent of MSc of Electrical Engineering), from Transilvania University,
Brasov, Romania.

(<http://www2.unitbv.ro/Default.aspx?alias=www2.unitbv.ro/iesc/en>)

PROFESSIONAL AND BUSINESS AFFILIATIONS

Member of the Institute of Electrical and Electronics Engineers (IEEE)

Member of the World Computer Society