# Frank W. Crusing

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## Expert in Management Engineering | Organizational Transformation | IT Strategy

Proven leader with a strong background in optimizing underperforming organizations and driving efficiency in complex systems. Over 20 years of experience in leveraging technology and innovative strategies to solve challenging problems in public and private sectors. Expertise includes downsizing operations, implementing AI-driven solutions, and managing large-scale organizational turnarounds. Known for quickly assessing problems and delivering impactful solutions.

## Core Competencies

Organizational Turnarounds & Downsizing  
Management Engineering & Efficiency Optimization  
AI in Government Accounting & Data Analytics  
Cloud Strategy & IT Infrastructure  
Strategic Planning & High-Performance Team Building  
P&L/Budget Management & Cost Control  
Business Intelligence & Predictive Analytics  
Global Program Management & Leadership

## Key Achievements

Transformed a failing technology company, securing $14M in investment funding and turning it into a market leader.  
Drove a federal government consulting region to profitability within a quarter, surpassing annual revenue goals in six months.  
Led the first full datacenter migration to the cloud for a major client, positioning the project as a flagship success for Oracle Corporation.  
Developed AI-powered analytics solutions for predictive maintenance and efficiency optimization in critical sectors, such as utilities and manufacturing.  
Implemented turnaround strategies for failing projects, saving clients millions in overruns and delivering high customer satisfaction.  
Pioneered innovative cloud and blockchain-based solutions, including decentralized identification systems.

## Professional Experience Highlights

### Enterprise Architect Principal – Capgemini USA (2021–2023)

- Designed strategies for Oracle Cloud migration, including AI-driven efficiencies for legacy systems.  
- Delivered key initiatives at Oracle Cloud World and spearheaded large-scale datacenter migrations.

### Sales Leader, Oracle Cloud Consulting – Oracle Corporation (2015–2021)

- Led a team of 17 in developing and implementing cloud and analytics solutions, achieving over $22M in annual revenue.  
- Won multiple sales awards, including Oracle Presidents Club, for top performance and innovation.

### Big Data Sales Leader – CSC Corporation (2013–2015)

- Created advanced AI and analytics tools to optimize operations for global utility and manufacturing companies.  
- Sold the largest Big Data deal in the Americas, valued at $3M.

### Director, Professional Services – Serena Software (2010–2012)

- Grew service delivery revenue tenfold within one year by introducing innovative service models.  
- Successfully turned around key client engagements, leading to significant new business.

### Candidate for State Representative – Minnesota (2008–2010)

- Ran a successful campaign for State Representative nomination, focusing on fiscal responsibility and government efficiency.  
- Engaged with diverse communities to build bipartisan support and promote innovative policy solutions.

### Interim President – Agilex Technologies (2007–2008)

- Directed sales and delivery of business intelligence and analytics services nationwide.  
- Delivered $11M in uplift for a major client through advanced analytics campaigns.

### President and CEO – Sistina Software (2001–2003)

- Drove turnaround strategy that secured $14M in funding and positioned the company as a leader in Linux datacenter solutions.

### Vice President, North America Sales Engineering and Consulting Services – SPSS, Inc. (2003–2007)

- Grew revenue by over 20% quarter over quarter by introducing predictive analytics for critical enterprise operations.  
- Increased operating margins significantly by improving consultant utilization and optimizing expense management.

## Education & Certifications

B.A., Business Management – Metropolitan State University  
Master Certificate in Applied Project Management – Villanova University  
Master Certificate in Applied Business Analysis – Villanova University  
Oracle Cloud Certified

## Job Titles and Employment Timeline

Enterprise Architect Principal, Capgemini USA (2021–2023)  
Sales Leader, Oracle Cloud Consulting, Oracle Corporation (2015–2021)  
Big Data Sales Leader, CSC Corporation (2013–2015)  
Director, Professional Services, Serena Software (2010–2012)  
Candidate for State Representative, Minnesota (2008–2010)  
Interim President, Agilex Technologies (2007–2008)  
Vice President, North America Sales Engineering and Consulting Services, SPSS, Inc. (2003–2007)  
President and CEO, Sistina Software (2001–2003)  
Senior Practice Director, Oracle Corporation (1995–2001)