***Deon Barnard***

**Summary of Work History**

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| **Company Name** | **Date From** | **Date To** | **Position** |
| Wonderware Southern Africa a Division of EOH Mthombo Pty (Ltd) | March 2011 | Current | Divisional Manager Sales & Consulting |
| Wonderware Southern Africa a Division of EOH Mthombo Pty (Ltd) | April 2010 | Feb 2011 | General Manager Consulting |
| EOH Mining & Manufacturing a Division of EOH Mthombo Pty (Ltd) | Oct 2007 | Feb 2010 | Business Development Manager / Project Manager |
| Realization Africa | Feb 2007 | Sept 2007 | Director / Shareholder |
| Goldratt Consulting UK | Aug 2005 | Jan 2007 | Senior Consultant / Associate |
| Invensys APV | July 2004 | July 2005 | Engineering Director English Speaking Africa |
| APV Solutions and Services | Oct 2002 | Jun. 2004 | Engineering Director South Africa |
| APV Systems SA | Aug 2001 | Sept 2002 | Projects Director South Africa |
| APV Systems UK | Jan 2001 | July 2001 | Corporate Automation Standards Manager |
| APV SA | Feb. 2000 | Dec 2000 | Manager Automation Sector |
| NDE Project Engineering | Feb1994 | Jan. 2000 | Manager Process Controls |
| Iscor Vanderbijlpark | Nov 1993 | Jan 1994 | Superintendent Planning and Development Instrumentation |
| Iscor Vanderbijlpark | Jan. 1993 | Oct 1993 | Senior Engineer |
| Iscor Vanderbijlpark | Jan. 1988 | Dec 1992 | Engineer in Training |

**Work History**

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| Company Name :Position : | Wonderware Southern Africa a Division of EOHDivisional Manager Sales &Consulting |
| ***Duties*** : | Manage a team of Regional and Key Account Managers. Each account manager controls a budget which collectively contributes to the Wonderware South Africa Sales Budget. This is supported by an internal sales and administration team. Personally supports the team in all pre-sales activity when they engage with Executive level.  Manage the interface to Invensys as represented by EURA Sales Channel Management. Translate Invensys EURA strategies into strategies that can e applied into a African context.  Own and manage two budgets, one in dollars for Invensys and one in ZAR for Wonderware as part of the EOH group.  P&L responsibility for all sales within Wonderware.  P&L responsibility for Consulting Division. |

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| Company Name :Position : | Wonderware Southern Africa a Division of EOHGeneral Manager Consulting |
| ***Duties*** : | Manage technical Support Team. Team of support engineers which provide telephonic and on site support services for Wonderware Products.  Manage Product Consultants. Product consultants support customers with on site support on how to best apply Wonderware Software.  Provide Consulting Services for customers on how to start and implement MES projects. Specific focus on the four Pillars of S95, Production, Inventory, Quality and Maintenance Management.  Provide Consulting services for customers on how to use the S95, S88 and S5 standards. Develop User Requirements Specification for MES projects.  Notable projects: Develop a MES strategy for the Pioneer Foods Group. Develop a scoping document for the MES roll-out at Scaw Metals Group. Guide customers such as SAB, Coca Cola, ABI, Aspen PharmCare, L’Oreal, Alliance Tobacco, ZimPlats and Sasol Polymers (Iran) to develop MES implementation strategies.  Develop with Project Implementation Strategy for Lonmin SCADA Migration  Guide the development of MES / MIS strategy for Exxaro Coal Mining Operation |

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| ***Company Name*** : | EOH Mining and Manufacturing a Division of EOH |
| Position : | Project Manager / MES Business Development |
| ***Duties*** : | To develop new business andmanage projects within the Mining and Manufacturing business unit, focus on using different product sets and the S88 and S95 standards.  Manage Sales plan and proposal development. |
|  | Focus of Business Unit is to implement MES software and ERP integration using Wonderware MES and SAP product solutions.  Role to develop specific key accounts and turn these into accounts with reoccurring project work.  Provide MES, Automation and S95 consulting prior to project scoping and implementation |
|  | Projects: Anglo American Mining Corporation, Johnson Matthey Catalysts, Sasol Polymers, Coca Cola Fortune, Exxaro Posh Pinah Mining, SA Mint, South African Breweries, Tiger Brands and FritoLay.  Developed a Manufacturing Strategy for a Zinc Mine at Rosh Pinah Mine in Nambia, this involved a detailed analysis of their existing mining manufacturing systems and providing a detailed implementation strategy to enable the migration / upgrade of their existing systems. The S95 standard was used to model the proposed strategy.  Acted as project manager for the PIMS migration at the Anglo Platinum project in Mooinooi South Africa, this involved replacing their existing MS EXCEL based production accounting system with a system based on SAP MII and Mincon software while ensuring that the systems align to the AMIRA standard. |
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| ***Company Name*** : | Realization Africa |
| Position : | Implementation Director & Shareholder |
| ***Duties*** : | To lead Implementations and Manage projects using the Realization methodologies  Sales support and Demo’s for Concerto software and methodologies |
|  | Notable Projects: Premier Foods, the first implementation of CCPM based on the Realization Methodology in South Africa, Marketing Architects (Minneapolis USA), implementation of CCPM and Realization Methodologies for their product development department. |
|  | Implementation support to African Explosives Limited (AEL), a very early adopter of the CCPM techniques using the Realization Concerto Software |
|  | 25 % Shareholder of Realization Africa Trading as Critical Chain Technologies in South Africa |
|  | Contract Project work for APV Denmark and APV UK |

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| ***Company Name*** : | Goldratt Consulting United Kingdom |
| Position : | Senior Consultant and AssociateCertified TOC Consultant for Operations, Supply Chain and Critical Chain Project Management |
| ***Duties*** : | Team Leader Operations& Project Leader Critical Chain Project Management implementation  Viable Vision Project Tata Steel India, Task to improve the company profits four fold in four years (Viable Vision concept), using the principals of TOC (Theory of Constraints) as Developed by Dr Eli Goldratt.  Worked in India (Mumbai, Kolkata and Jamshedpur) for 2 years on this project |
|  | Team Leader Operations & Distribution (Supply Chain) with results of improving due date compliance from 60% to 90%.  Implemented Critical Chain Project Management principals for TCS (Tata Growth Shop), they are responsible for all EPC projects for Tata Steel in Jamshedpur.  Viable Vision Project Ampaglas South Africa, Task to improve the company profits four fold in four years (Viable Vision concept), using the principals of TOC (Theory of Constraints) as Developed by Dr Eli Goldratt |

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| ***Company Name*** : | Invensys APV |
| Position : | Engineering Director English Speaking Africa(*Reporting to Vice President Engineering EMEA*) |
| ***Duties*** : | Additional responsibility added for all engineering and projects in English Speaking Africa. Responsible for all EPC projects executed by APV in South Africa and in Africa within our territory allocated. These projects included process -, automation -, project management - , project accounting - and local supply chain management activities with a staff complement of 20 engineers, 10 administrative personnel and 4 Sales staff. Reporting into engineering division in EMEA and to project management division in UK.  Commercial responsibility for all engineering contracts locally and for African projects. Localise EMEA engineering policies for the African region under my control. Handled executive contract negotiations with local end users and African contract (normally through a middle man in areas such as Nigeria and Tanzania).  Sales and execution responsibility for a project budget of R161 million. Management of large strategic projects.  Continued involvement on the APV Global Automation team as responsible to enhancing and maintaining device logic standards. |
| ***Company Name*** : | **APV Solutions and Services** |
| Position : | **Engineering Director South Africa**  (*Reporting to the Managing Director*) |
| ***Duties*** : | Additional responsibility was added for the process engineering function from previous role. Leading Sales role in Automation Sales, and Sales support in major Project & Process Sales. Elected member of the Global Automation Business Council. Responsible for the Project Engineers, Process Engineers, Automation Engineers, Purchasing department, Drawing office and Project Accounting.  Project budget of R53 million. |
| ***Company Name*** : | **APV Systems SA** |
| Position : | **Projects Director**  ***(****Reporting to the Managing Director)* |
| ***Duties*** : | Responsible for the EPC project execution function within APV SA and provide strategic sales support. Responsible for the Automation manager, Project accounting, Purchasing & Logistics, Project Engineers, Drawing Office and Project Engineers. |
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| ***Company Name*** : | **APV Systems United Kingdom** |
| Position : | **Corporate Automation Standards Manager** |
| ***Duties*** : | Responsible for the development and implementation of Global automation standards, utilising a regional based team of engineers.  Based firstly based in the APV Denmark office for 2 months to develop the standards using InControl.  Then based in the UK for 6 months to develop the documents related to the standards.  Rolled out theses standards on projects in Belgium, Denmark, and South Africa.  Focus on developing structured methods for developing software utilising the ISA S88.01 standard. Plant modelling techniques with respect to the physical plant models and procedural models.  Structures for PLC code were developed using the control module and equipment model techniques, i.e. the physical model.  Standard structures for Batch software systems for the implementation of the procedural S88 model. |
|  | These structures have been implemented in multiple projects globally, for clients such as L’Oreal (SA, Brazil, France, Canada), Brewery Martens (Belgium), SABMiller (South Africa), Appletiser (South Africa), Guinness (Ireland), Nestle (Thailand), Coca Cola (Swaziland), Woodlands Dairy (South Africa) |

**Work History**

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| ***Company Name*** : | **APV SA** |
| Position : | Manager Automation Sector (*Reporting to the Contracts manager*) |
| ***Duties*** : | APV is divided into four sectors Dairy, Food, Brewery and Industrial. Responsible for two senior Automation engineers, of which one is full time allocated to SAB. The Automation sector was part of the Contract Division that provided a service to these sectors. Thus enquiries, quotation, project deliverables and full execution services were provided by the Contracts Division / Automation Sector.  The Automation sector helps the other sector managers to negotiate projects, and implement projects. Once the project has been negotiated my duties involved compiling the Functional descriptions with the nominated Process Engineer. These functional descriptions will then be issued to the nominated subcontractor for electrical design and software coding. During this phase all design documentation from the subcontractor will be checked for compliance to the functional description and workability of the electrical design. The will be involved in the HACCP process and contract steering committee meetings. The next will be to facilitate the Factory Acceptance test. Once these are complete the project installation and commissioning phase will start. During this phase I will act as the Electrical and Automation Manager.  Other duties involve attending management -, sector meetings and if no other resources are available service work on existing APV installations. |

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| ***Company Name*** : | NDE Project Engineering |
| Position : | Manager Process Controls *(Reporting to the Managing Director Project Engineering*) |
| Duties : | Responsible for a Project Engineer and a Technician. On a daily basis be responsible for all electrical / process control projects undertaken by NDE Project Engineering and NDE Process Flow. This would involve taking the project from quoting to sales support to designing, functional specification, implementation, on site commissioning client interfacing and project documentation. Project sizes vary from R10000 to multi million rand projects.  Biggest achievement thus far was the electrical / process control installation at the Nestle Harrismith green field factory. Working with 8 teams of electrical contractors completed the installation in a 12-week period for a R2.5 million installation and then be part of the software commissioning team for further 6 weeks on site. Project involved 11 Allen Bradley SLC 504’s and two PLC 5’s all on a DH+ network.  Normal projecting areas which falls in my area of concern: Initial design and compiling of costs, setting the selling price, presenting price to client (sales support), Design, approving electrical drawings, functional specification, software implementation, appointing contractors, installation and commissioning, controlling cost and after sales service.  Responsible for an R2.4 million rand annual service turn over in my division. This involves drawing up a Servicing sales and expenses budget and then being held to it.  Developed control software in the Liquid Food industry for systems such as CIP system to complete filling lines using control software from Siemens, Allen Bradley, InTouch, Turbolink, Fix Demax and Visual Basic 6.  Installed one of the first Profibus installations in the Country at Nestle Dairymaid.  Received training in Australia on powder filling machines and powder transport systems. In Germany on flow meters and high accuracy blending systems.In Denmark on Gram Ice cream machines, fruit feeders and general refrigeration. |

**Work History**

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| ***Company Name*** : | **Iscor Vanderbijlpark** |
| Position : | **Superintendent Planning and Development Instrumentation**  **(***Reporting to the Divisional Manager Coke Ovens*) |
| Duties : | Responsible for 5 senior and 5 engineers in training. On daily basis be involved and being held responsible for all Instrumentation projects undertaken in the coke ovens area. This involved drawing and approving functional specifications, going out on tender, evaluating tenders and appointing contractors. Largest project involved in this period was the automation of the coke oven to deliver a quality product to the Blast furnaces. Project value R25 million (Hartman & Braun DCS system). |
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| ***Company Name*** : | **Iscor Vanderbijlpark** |
| Position : | **Senior Engineer**  **(***Reporting to the Superintendent Planning and Development*) |
| Duties : | Projects completed:   * PCI injection at Blast furnaces: Involvement Functional specification and tender process * CAQC at V3 continuous casting process: Involvement, writing monitoring and communication software for the process in Fortran and Turbo Pascal * SAS Scale communications. Involvement, functional specification, design and software in C++ * Responsible for the first InTouch SCADA installation at the Vanderbijlpark works |

**Education**

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| ***Institution :*** | **Goldratt Schools** |
| ***Degree :*** | **TOCICO Certification** |
| ***Completed :*** | **July 2008** |
| ***Institution*** : | **Rand Afrikaans University** |
| Degree : | **B.Ing (Electro Technical)** |
| Completed : | **December 1986** |

**Contactable Referees**

***Contact Name*** : Mr Tom Nelson

Global Standards Manager for SPX

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Director

Realization Africa

***Telephone Number*** : +27 83 306 7145

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