

## Kwok, Ka Wai Paul

Contact in Mainland China: Mobile (86) 15900739972

Contact in Hong Kong: Mobile (852) 61182898

Email: [pkwok@hotmail.com](mailto:pkwok@hotmail.com)

Online Portfolio: <https://kwokkawai.github.io/devportfolio/>

LinkedIn: <https://www.linkedin.com/in/paulkwok/>

### Profile

- More than 20 years' experience working in the domain of Enterprise IT systems such as Intelligent Spend Management Systems, Manufacturing Execution Systems, Supply Chain Planning Systems, Shop floor dispatching systems, Supply Chain Collaboration and Enterprise Resource Planning Systems
- More than 15 years' experience in IT consulting and project management focus on Semiconductor, High Tech and Industrial Machinery and Components industry
- More than 5 years' experience in technical team management and operations management

### Working Experience

#### ***Solution Expert, SAP Ariba and Fieldglass, Shanghai, China and Hong Kong, China (Sep 2018 – Present)***

- SAP Ariba China Center of Excellence Industry Expert
  - Collaborate with Customer Engineer, Solution Support and Sales team to drive Ariba China customer success
    - Have Regular onsite customer meetings or conference meetings to understand the challenges of system usages customers have in their daily operations. Work closely with the customer engineer team and system support team to provide the solution proposal to customers to resolve the system issues. The Goal is to drive the customer success on system adoption
    - Provide the SAP Ariba best practice solution proposal to customers to fulfill their new customer business requirements. The goal is to help customers realize the value with SAP Ariba adoption
    - Work closely with customers and implementation partners to identify the risks in early stage of project implementation, share best practice experience and provide advices on risk mitigation. The goal is to drive the success of project implementation.
  - Lead the SAP Ariba China Center of Excellence Industry Solution program
    - Collaborate with Industry Value Engineers and Presales Engineers to prepare sales plays of Ariba solution for High Tech, Industrial Machinery Components, Consuming Products, Services and Energy & Resource industries
    - Collaborate with Marketing team to edit marketing collateral articles and make speech in public seminars or webinars to promote the industry practice of SAP Ariba Intelligent Spend Management solution
- Solution Expert of SAP Ariba intelligent spend management solution in the Greater China region.
  - Collaborations with sales and value engineer in customer engagement on sales cycle
    - Interact with prospective customers to understand their IT strategy, business pain points and business process requirements
    - Join the sales and value engineer team for account strategy planning
    - Prepare the system technical solution proposal, SAP conduct Ariba solution demonstration according to customer scenarios, prepare RFP response and present the solution proposal and value proposition in executive meeting
    - Post-sales project transition to implementation service teams
  - Key SAP Ariba system functionalities:

- Spend Analysis
- Strategic Sourcing (RFI, RFP, RFQ, Auction and Contract management)
- Supplier Lifecycle and Performance Management
- Supplier Risk Management
- Buying and Invoicing
- Guided Buying (B2B Commerce platform)
- Supply Chain Collaboration
- Integrated business process with SAP S/4 HANA ERP and ECC 6.x ERP

***Senior Manager, Supply Chain Systems/IT, Synaptics Inc., Hong Kong (Apr 2015 – Sep 2018)***

- Manage the IT project implementation and operations team consist of 15+ Team members from Hong Kong, Japan, Taiwan and India
- Manage the E2open and Oracle EBS supply chain visibility and contract compliance system project. Complete the Supply Chain Collaboration with 20+ semiconductor suppliers, covers 90+% of direct material suppliers visibility and operational data exchange automation.

Key E2open Supply Chain Collaboration functionalities:

- WIP and Inventory Tracking
- Automatic lot management and Inventory reconciliation
- Contract management and automate billing invoice 3-way matching
- Material, tooling and Asset consignment management
- Supply chain collaboration with suppliers, operational data automatically integrated with buyer and supplier systems
- Manage the global supply chain systems implementation program and supply chain systems operations

Key supply chain systems functionalities:

- Supply Chain Collaboration (E2open)
- Oracle Enterprise Business Suite (Oracle EBusiness Suite R12)
- Demand and Forecast Planning (Oracle Demantra)
- Logistics and warehouse systems (Logistics Portal & Hitachi Warehouse System)
- Operations Reporting (OBIEE and Oracle Discover)
- Customized EDI interface integration

***Information Management Leader, Asia, ERP Solution and Sourcing IT, General Electric (NYSE: GE) Power and Water, China (Aug 2010 – Apr 2015)***

- Manage Supply Chain and Sourcing Shared Service system implementation and operations program for GE Energy APAC Region (5+ manufacturer locations in China, Vietnam and Hungary)

Key Global Supply Chain Management and Sourcing Shared Service functionality:

- Vendor approval process (Web Portal)
- Vendor master database (Web Portal)
- Vendor contract database (Web Portal)
- Indirect Sourcing ((Oracle EBusiness Suite and Clear Orbit)
  - Product Catalog (Oracle EBusiness Suite)
  - Request for Proposal (Oracle EBusiness Suite)

- Purchase Requisition Request (Oracle EBusiness Suite)
  - Procurement Approval Process (Oracle EBusiness Suite)
  - Purchase Order Collaborative (Clear Orbit)
  - Invoice Collaborative (Clear Orbit)
  - Supplier Quality Management Systems (Clear Orbit)
- APEX system for Good Receiving, Purchase Order and Invoice matching, Invoice Payment Management (Web Portal)
- Sourcing data warehouse (Oracle OBIEE and Tableau)
- Lead the Oracle ERP systems program implementation for new M&A sites. Lay out the blueprint of system development to align with company business growth
  - Oracle Enterprise Business Suite (Oracle EBS R12)
  - Demand and Forecast Planning (SFDC and Oracle EBS R12)
  - Production and Material Planning (ASCP)
- Lead the Kronos Asia program implementation
  - Resource (labor and machine) planning
  - Resource (labor and machine) tracking and management
- Lead the simplification program to optimize the supplier master data management and supplier quality management processes through Lean Six Sigma methodology

***Operations Manager, Camstar Systems Inc, Greater China (Jun 2007 – Aug 2010)***

- Manufacturing Execution System project management and implementation
  - Project Manager in Manufacturing Execution System implementation in Canadian Solar Inc., Suzhou, China
  - Solution consultant in Manufacturing Execution System implementation in Hitachi Storage System., Suzhou, China
- Manage the presales and implementation team consists of 5 Team members in the Greater China region
- Collaborations with Global strategic team to lay out the key account and sales leads strategic focus on manufacturing execution system (MES) solution for Semiconductor, High Tech and Military Machinery Industry
- Lead the presales team to support in the sales cycles. Interact with prospective customer through customer requirement discovery conversations, solution presentation, proof of concept demonstration, RFP response and executive presentation. Collaborations with executive and sales to plan account strategies.
- Manage customer and partner extended services program in the Greater China region
- Manage customer and partner training program in the Greater China region
- Lay out the partner development strategy in the Greater China region, increase 5+ qualified software and service partners in the Greater China region

***Project Manager, Adexa Inc, Greater China/US Los Angeles (Jan 1997 – Jun 2007)***

- Lead the Presales activities for Adexa supply chain systems:
  - Allocation and Operations Planning
  - Supply Chain Planning
  - Plant Planning (Advanced Planning and Scheduling)

- Shop Floor Planning and Optimization (Advanced Planning and Scheduling)
- Available To Promise
- Capacity To Promise
- Collaborative Demand Planning
- Collaborative Supply Planning
- Supply Chain Planning and SIOp project management and implementation
  - Project manager in Advanced Planning and Scheduling and Financial Planning System implementation for Advanced Semiconductor Manufacturing Corporation, Shanghai, China
  - Senior consultant in Supply Chain Planning and Advanced Planning and Scheduling System implementation for HHNEC, Shanghai, China
  - Senior consultant in Allocation Optimization & Demand Planning System implementation for SMIC, Shanghai, China
  - Senior consultant in Supply Chain Planning System implementation for NXP, Kao Hsiung, Taiwan
  - Senior integration consultant in Advanced Planning and Scheduling System implementation for STAT Semiconductor, Singapore
  - Senior integration consultant in Advanced Planning and Scheduling System implementation for Silterra Semiconductor, Penang, Malaysia
- Lead the business development and operations of the Greater China operations, Focus on semiconductor and high-tech discrete manufacturing process

## Education and Certification

1998 – 2000	Azusa Pacific University, Grad Major in Computing Engineering, Master degree
1992 – 1996	University of California, Los Angeles, Grad Major in Computer Science & Engineering, Bachelor degree

### Certification & Exams

- Artificial Intelligence Nanodegree and Specializations, Artificial Intelligence (09/2017 – 03/2018)
- Deep Learning Nanodegree Program, Deep Learning (04/2018 – 08/2018)
- Data Analyst Nanodegree Program (01/2019 – 04/2019)
- PRINCE2 Practitioner certification
- Information Technology Infrastructure Library (ITIL V.3)
- Certified Six Sigma Black Belt
- General Electric Total Quality Lean Six Sigma Green Belt
- Completed the exams of Certified in Production and Inventory Management (CPIM)

### Technical Skills

- ERP: SAP S/4 HANA, SAP ECC 6.0, Oracle E-Business Suites R12
- Enterprise Systems: SAP Ariba Intelligent Spend Management Systems, Camstar Manufacturing Execution Systems, Adexa Advanced Planning and Scheduling Systems, Adexa Sales Inventory and Operations Planning Systems
- Programming Languages: Python, Java, PL/SQL
- Artificial Intelligence: Machine Learning, Deep Learning, Image Recognition

## Language

Fluent in English, Cantonese and Mandarin