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| Ray Zhu | rayzhu@gmail.com |

**NetSuite Certified Consultant**

One of the few people globally (around 10 as of June 2015) with all three NetSuite certifications (NetSuite Certified ERP Consultant, Certified Developer and Certified Administrator). 8-years of experience in NetSuite. A consultant who can handle everything from problem to solution. Expertise in quote to cash and integration. 4-years of Salesforce development. 20 years of overall IT and software experience in hi-tech, manufacturing, insurance, and e-commerce.

Looking for a NetSuite or Salesforce consulting position. Prefer telecommute because of existing commitments.

**Areas of Expertise**

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| ▪ *NetSuite (admin, suitescript, bundle)* | ▪ *Salesforce (apex, visualforce, package)* |
| ▪ *LAMP (Linux, Apache, MySQL, PHP)* | ▪ *REST, SOAP, EAI, EDI, SOA, Web Service, XML* |
| ▪ *Integration, SaaS, Cloud, AWS, EC2* | ▪ *Programming: C/C++, Delphi,.Net, VB, FoxPro* |
| ▪ *ERP, Supply Chain, Quote to Cash* | ▪ *CRM, SFA, Support and Services* |
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CAREER HIGHLIGHTS

* Published apps on both NetSuite and Salesforce platforms. As the founder of Hubcase - a B2B support collaboration platform, designed, developed, released and maintained connector solutions for NetSuite, Salesforce, Microsoft CRM as well as LAMP based core application (Hubcase Exchange).
* Head of IT department at Vyatta. Managed 50+ NetSuite users, customization and development.
* Integrated Palm with supply chain partners like AT&T, Verizon, T-Mobile and HTC.

PROFESSIONAL EXPERIENCE

**NetSuite Consultant** 2014 –Present  
*Worked with different clients and projects*

*Tintri Inc –* Mountain View, CA. NetSuite Consultant/Architect. Supply Chain EDI Integration, NetSuite Salesforce integration, Quote to Cash processes, Eval management, Serial Number / Asset management, Product life cycle management.

*Upp Technologies -* Downers Grove, IL. Integration of NetSuite and IRMS360 Warehouse management system

*Ronbow Corporation -* Fremont, CA. Control of partial shipments to reduce cost. Implement spiff program.

*DC labs -* Carlsbad, CA. Campaign management and ROI tracking of 170 concurrent campaigns.

**Owner** 2009 – Present

*Hubcase LLC -* Fremont, CA

Owner of a solution that integrates NetSuite and Salesforce, allowing clients using these platforms to exchange support cases with each other. The solution includes plug-ins for different platforms such as NetSuite, Salesforce, Microsoft Dynamics CRM. Relevant accomplishments:

* Responsible for everything "Hubcase for NetSuite", a NetSuite certified (Built for NetSuite) and published commercial SuiteApp. Bundle components: custom record types, fields, userevent scripts, suitelets, client scripts, scheduled scripts.
* Responsible for everything "Hubcase for Salesforce", a Salesforce AppExchange published package with some fortune 500 companies as customers. Package components: custom objects, custom settings, triggers, apex classes, visualforce pages, workflows, permission sets, page layouts, report types and reports.
* Responsible for everything Hubcase Exchange, a messaging hub based on LAMP stack.

**Lead Architect / Sr IT Manager** 2007 – 2013

*Vyatta (Acquired by Brocade) -* Belmont, CA

Head of IT. Relevant accomplishments:

* “Owner” of NetSuite. Managed 50+ NetSuite users, and was responsible for everything (ERP, CRM, SFA, Support, e-commerce, customization) running on NetSuite, including users, role, searches, reports, KPI, import/export, suitescript, external integration with Single Sing On, service entitlements.
* Defined and executed IT strategy, plan and budget. Hired employees and vendors. Managed everything IT. Including: servers, network, phone system, email, desktops. Hands on in most cases.

**Lead Architect / Sr IT Manager** 2000 – 2007

*Handspring (acquired by Palm) / Palm (acquired by HP) -* Sunnyvale, CA

Served as the IT leader and liaison for all mobile phone carrier related projects and initiatives. Led Carrier Integration (B2B) team and owned the application solutions. Managed outsourced EDI vendor and all EDI projects.

* Managed integration of Palm and supply chain partners including customers (Verizon, Sprint, Cingular, ATT Wireless, T-Mobile), manufacturers (HTC, Inventec), repair partners (Celestica, Solectron, Jabil) and distribution centers (Moduslink, IEC).
* Managed the Carrier Integration team and Master Carrier Database (MCDB) solution. Provided vision, direction, leadership and hands-on effort to EAI integration of ERP, CRM, e-commerce, Data Warehouse and MCDB using technologies such: SAP XI, SAP Business Connector, TIBCO middleware, publish/subscribe, request/reply, BusinessConnect, Hawk, Integration Manager, BusinessWorks, SOAP, XML, EDI, Java, JavaScript, ECMAScript, PGP, Oracle, SQL, PL/SQL, ftp, https.

**Senior Software Engineer** 1999 – 2000

*Onsale (acquired by Egghead.com) -* Menlo Park, CA

Developed and enhanced EDI applications including many transaction types (832, 846, 850, 855, 856, 810)

**Principal Programmer / Team Lead** 1998 – 1999

*ICMS (acquired by Sungard Treasury Systems) -* San Bruno, CA. Added FX capability to treasury management software for Integrated Cash Management System (ICMS).

**Sr. Consultant** 1997 – 1998

Provident Companies, Inc.  *-* Chattanooga, TN. Developed voluntary benefit enrollment (insurance) software

**Consultant** 1996 – 1997

BlueCross & BlueShields of Tennessee  *-* Chattanooga, TN. Developed “Medicare secondary payer Account Receivable System” (MARS) using Visual FoxPro

**Programmer** 1995 – 1996

Woodstock Percussions, Woodstock, NY. Developed and customized modules to SBT accounting software

EDUCATION | PROFESSIONAL DEVELOPMENT

**PhD. Physics, Syracuse University -** Syracuse, NY

**Certifications**

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| *▪ NetSuite Certified ERP Consultant (2014)*  *▪ NetSuite Certified Administrator (2014)* | ▪ *NetSuite Certified Developer (2015)*  *▪ Microsoft Certified MCSD MCPS (1996)* |
| *▪ Oracle 9i DBA Certified Associate (2002)*  *▪ SAP NetWeaver XI Certification (2006)* | ▪ *Sun Certified Java Programmer (1998)* |