

**Summary** As an inspirational leader with the ability to develop the “big picture” strategy then drive it down to executable tactics for implementation, Jeff leads our Professional Services team. Clients benefit from Jeff’s 25+ years of experience developing and implementing transformative business strategies.



Jeff’s experience spans both industry (including Materials, Operations and IT Management) and consulting. He developed a unique global perspective during his tenure in significant P&L management-level positions in both Asia and Europe.

**Consulting Areas**

- Information Technology
- ERP
- Global Outsourcing
- Supply Chain Mngmnt
- Customer Service
- Operational Consolidation

**Expertise**

- Strategic Planning
- Business Development
- Operations
- Sales & Marketing
- Product Development
- Large-Scale Program Management
- P&L and Budgeting
- Team Building & Performance Optimization
- Not-for-Profit Association Management

**Industry Verticals Served**

High Tech, Software, Manufacturing, Financial Services, Energy & Utilities, Telecommunications, Aerospace & Defense Sectors

**Representative Experiences**

- **ERP Implementation and Operational Consolidation** – Program Manager for the pan-European implementation of Oracle’s ERP applications across three manufacturing facilities (supporting volume of \$3 billion, 54 million cell phones, annually) for Personal Communications Sector’s European operations. Used the new Finance applications to consolidate 45 area accounting centers across 15 countries into two Regional Financial Services Centers. Results included greatly improved data accuracy, order visibility and procurement efficiency. Post-implementation application support costs dropped 30% (3 year ROI).
- **Transformational Outsourcing** – “Outsourcing Expert” for a team that led Mitsubishi Motors in Japan through an IT Outsourcing program. The project included strategy definition, RFP development, vendor selection and contract negotiation support for data centers, networks, desktop, help desk, telephony and SAP applications management. Total Contract Value was \$475 million over 5 years. Savings exceeded \$140 million for the life of the contract.
- **International Integration** – Program Manager for the \$8 billion spin-off of Agilent Technologies from Hewlett-Packard in Europe, Middle East and Africa region. Project included separation of all front office and back office processes, functions and supporting IT, as well as physical infrastructure for operations in 14 countries. CEO called the Day 1 operations “flawless.”

**Recent Clients**

ACE Insurance, Agilent Technologies, Altisource, Cathay Pacific, Hewlett-Packard, Juniper Networks, Lockheed, McDonnell Douglas, Mitsubishi Motors, Mizuho OSI, Motorola, Northern California Golf Association, Pacific Ethanol, Rambus, Simons Petroleum, Valeant Pharmaceuticals, Wipro, YMCA of Silicon Valley

**Past Employers**

Computer Sciences Corporation, Cap Gemini, Ernst & Young, Boeing, Dresser, Baker/Hughes

**Education, Training & Certifications**

B.Sc.B.A., Management Science, Shippensburg University of Pennsylvania