CIO Professional Services LLC

Sean Hickey **Senior Consultant** **Silicon Valley**

Summary

Sean is on our Professional Services team as a business process improvement leader and a business application implementation expert. He has the ability to develop the "big picture" strategy then drive it down to executable tactics for realizing both immediate and sustainable results.

Sean's 25+ years of industry and consulting experience developing and implementing transformative business strategies provide clients with measurable financial improvement results. As the Americas Region Controller and an IT leader at Hewlett Packard, he implemented finance, accounting and order to cash ERP systems on a global basis. Sean has Board of Directors experience at First Tech Federal Credit Union and Habitat for Humanity - East Bay Silicon Valley.

Consulting Areas

- Business & IT Alignment
- Application Implementation
- Process Improvement
- Organizational Design
- Governance, Risk & Compliance
- SOX and IT General Controls

Expertise

- Quote to Cash
- Procure to Pay
- Audit & Business Controls
- Global Order Fulfilment
- General Ledger & Close
- Application Architecture
- External Reporting
- SAAS
- Large Scale Program Management
- Financial Planning & Reporting
- Change Management
- Global Outsourcing

Industry Verticals Served

High Tech, Manufacturing, Consumer Products, Retail, Non Profit, Leasing and Financial Services.

Representative Experiences

• ***Transformational Application Implementation*** **-** Reduced annual Finance IT costs by 25% at Hewlett Packard by implementing SAP for the general ledger, accounts payables, accounts receivables, and fixed assets. This was accomplished in 18 months while shutting down 32 legacy general systems and reducing the monthly financial close by five business days. Implemented a single global financial reporting system for orders, revenue, and margin on a daily, monthly, quarterly and YTD basis. This self-serve capability significantly reduced financial reporting costs and use of variable reporting formats in Excel.

• ***Transformation Process Improvement*** **-** At Sensei Ag**,** an agriculture technology company, delivered the first cost of sales budget, implemented the cost accounting close process in NetSuite, created the model for unit cost and margin analysis, integrated a recently acquired farm into the cost accounting process and designed an integrated sales bill of materials format across sales, procurement, farm fulfillment and finance.

• ***Business and IT Alignment*** **–** At Hewlett Packard, led IT professionals across multiple international locations responsible for delivering applications and support across supply chain, CRM, e-commerce, sales operations, and customer support. Transformed IT from a business unit managed activity into a world class IT functionally led organization. Eliminated all aspects of shadow IT to include 350+ under the desk servers and 80+ unauthorized/ unsecure wireless networks. Reduced annual costs by 20% or $30 million by implementing a cost-competitive global IT application architecture and outsourcing level 1-3 application support from in country contractors to lower cost locations.

Recent Clients

Leap Frog, FLY/BBAM, Accela, Catholic Charities, Diamond Foods, Bain, Gerson Lehrman, Fish & Richarson and McKinsey.

Past Employers

Hewlett Packard, Financial Executives Consulting Group, CV Partners, Insight Global, Gerson Lehrman and Sensei Ag.

Education

Bachelor of Arts - Accounting Michigan State University
Masters of Business Administration – Michigan State University