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Supplemental Profile Information

Projects, Curriculum/Course Development and Delivery, Articles

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Projects

Description	Industry	Location	Role							
			Planning	Sales	Management	Analysis	Design	Implementation	Training	QA
Facilitation of strategic planning sessions for groups of senior managers.	State Government, Information Services, Veterinary Medicine, Venture Capital	U.S.	√							
Business plan development, project coordination, and community outreach for a proposed \$100 million manufacturing project.	Renewable Fuels, Agribusiness	U.S.	√		√	√				
Conceptualization, design, management and execution of an accelerated study abroad program for MBA students.	Higher Education	Belgium	√	√	√		√		√	
Client outreach and development for an entrepreneurship center leveraging a unique closed-loop communication technology.	Economic Development	U.S.	√			√	√	√	√	
Software quality assurance and sales tools development support for the launch of a new ERP application.	Application Software	U.S.								√
Curriculum design and worldwide delivery of professional development training and partner certification for eBusiness application suite.	eBusiness Application Suite	U.S. Brazil Germany England	√		√	√	√		√	
Curriculum development and worldwide delivery of professional development training and partner certification on Enterprise Resources Planning application.	Enterprise Resources Planning	U.S. Belgium Germany England	√		√	√	√		√	

Description	Industry	Location	Planning	Sales	Management	Analysis	Design	Implementation	Training	QA
Curriculum development and delivery of the executive training course “Project Management with Computers” for the <i>Management Training and Development Institute</i> .	Executive Training	U.S.	√				√		√	
Requirements analysis and management training on Configurator Module for ERP application.	Telecommunication Equipment	U.S.				√		√	√	
Customer and staff training and certification on Advanced Warehouse Management application	Advanced Warehouse Management	U.S. Singapore Germany Australia England	√						√	
Advanced warehousing application design and development support for porting application from AS400 to UNIX platform.	Advanced Warehouse Management	U.S.				√	√		√	√
Series of promotional seminars for operations managers involved in implementing advanced warehousing and shop floor data collection techniques.	Advanced Warehouse Management and Shop Floor Control	U.S. Australia		√					√	
Advanced warehousing and ERP implementation, training, and project support.	Surgical Tray Kitting and Distribution	U.S.	√			√	√	√	√	√
Project planning and application training for senior management on Advanced Warehouse Management application.	Drug Distribution, Auto Parts	U.S. Netherlands	√			√			√	
Business analysis, pre-sales consulting, and sales presentations on all modules of Enterprise Resources Planning (ERP) during system acquisition.	Numerous	U.S.		√		√				
Warehouse management system for a 1.5 million square foot distribution center.	Retail – Shoes and apparel	England				√	√	√	√	√

Description	Industry	Location	Planning	Sales	Management	Analysis	Design	Implementation	Training	QA
Distribution control system utilizing state-of-the-art radio frequency (RF) technology and bar coding in a 1.2 million square foot facility.	Food Processing and Distribution	U.S.						√	√	√
Asset management and reporting system for fleet aircraft.	Navy	U.S. and Bahamas			√	√	√	√	√	√
Asset tracking and reporting system for in transit inventory	Explosives	U.S.		√		√	√			√
Automated Storage and Retrieval System (AS/RS) for small parts inventory.	Air Force	U.S.			√	√	√	√	√	√
Automate Storage and Retrieval System (AS/RS) for currency storage and processing.	Banking	U.S.						√	√	√

Curriculum/Course Development and Delivery

Course	Description	Audience	Role		
			Conceive	Develop	Deliver
Brussels Accelerated Program, Global Operations Strategy Portion of course held in Brussels, Belgium where participants were briefed by commercial and governmental entities on global issues pertaining to the European Union.	Introduces students to the different concepts and global issues of operations strategy. Focuses on how manufacturing and service operations can be global competitive weapons. The course addresses topics such as how managers respond to global competition through superior quality, productivity, and new product and process development and how operations strategy can be modified as environmental or competitive conditions change.	Graduate Business Students	√	√	√
Research and Strategic Communication	Course emphasizes research methodology and practicum in both oral and written communication skills necessary to perform effectively as managers.	Graduate Business Students		√	√
Introduction to Computer Information Systems	Students learn about and work with fundamental hardware, software, and networking technologies that provide the information infrastructure for today's global enterprises.	Undergraduate Business Students		√	√
Fundamentals of E-Business	Course examines the history, basics, tools, and many forms of electronic business, and explores how the Internet has revolutionized the buying and selling of goods and services in the marketplace. Examines E-Business in the context of overall corporate strategy.	Undergraduate Business Students		√	√
Production Operations and Materials Management	Provides students with an understanding of those managerial concepts and quantitative tools required in the design, operation, and control of production systems.	Undergraduate Business Students		√	√

Course	Description	Audience	Conceive	Develop	Deliver
Financial Management	Foundational course in business finance that provides a conceptual framework for the financial decision-making process and introduces tools and techniques of finance including financial mathematics, capital budgeting, sources of funds and financial analysis. Topics include acquisition and use of short-term and long-term capital; financial markets, institutions and instruments; financial control; time value of money; cash, operation and long-range budgeting; and cost of capital.	Undergraduate Business Students		√	√
Organizational Behavior	Foundational course that exposes students to the fundamentals of organizational development, the impact of organizational and social environments on the enterprise, management and leadership concepts, and techniques for improving organizational productivity	Undergraduate Business Students		√	√
Project Management with Computers	Designed a professional development program tailored to the needs of leaders in developing countries. Participants are provided with hands on instruction with project management software along with case study assignments that translates skills into action.	Professionals from Developing Nations		√	√
Introduction to BizWorks	Developed the introductory course for the BizWorks eBusiness application suite. Explains, through hands-on labs, the function of the core components and architecture of BizWorks: <ul style="list-style-type: none"> •CA-Unicenter; event management •CA-Jasmine; object database •AION; business rules based inferencing •BizWorks Workflow; Business process automation •CA-Neugents; prediction 	Business and Information Technology Professionals	√	√	√

Course	Description	Audience	Conceive	Develop	Deliver
BizWorks: Advanced Topics	Developed an in-depth hands-on training session on the configuration and application of BizWorks eBusiness application suite.	Business and Information Technology Professionals	√	√	√
BizWorks Workflow	Developed hands-on training with configuration, integration, and deployment of the BizWorks business process automation tool (Based on BEA System's WebLogic platform).	Business and Information Technology Professionals	√	√	√
ERP: Manufacturing Planning and Execution	Developed the hands-on training course (and the certification curriculum) for MK Enterprise (similar to SSA-Baan). Participants configure and run a business flow through the following modules: Product Configuration, Costing, Sales, Aggregate Planning, MPS, MRP, Purchasing, Shop Floor, Accounts Receivable, G/L.	Manufacturing and Information Technology Professionals	√	√	√
ERP: Project Manufacturing	Developed the hands-on training course (and the certification curriculum) for MK Enterprise (similar to SSA-Baan). Participants configure and run a business flow through the following modules: Product Configuration, Costing, Sales, Configurator, Project Requirements Planning, Project Costing, Project Planning, MPS, MRP, Purchasing, Shop Floor, Accounts Receivable, G/L.	Manufacturing and Information Technology Professionals	√	√	√
ERP: Inventory Management and Advanced Warehouse Management	Developed the hands-on training course (and the certification curriculum) for MK Enterprise (similar to SSA-Baan). Participants configure and run a business flow through the following modules: Product Configuration, Warehouse Configuration, Sales, Purchasing, Receiving, Radio Frequency (RF) Directed Putaway, RF Let Down, and RF Picking, Distribution Resources Planning (DRP) and Supply Chain Management.	Operations and Information Technology Professionals	√	√	√

Course	Description	Audience	Conceive	Develop	Deliver
ERP: System Tools and Development for Consultants	Developed the hands-on training course (and the certification curriculum) for MK Enterprise (similar to SSA-Baan). Participants learn about and work with the underlying technical infrastructure including, Database Design, Application Development, Security, Backup and Recovery, and Networking.	Operations and Information Technology Professionals	√	√	√
ERP: Finance for Non-Financial Consultants	Developed the hands-on training course (and the certification curriculum) for MK Enterprise (similar to SSA-Baan). Participants learn about and work with General Ledger setup, Costing, Financial flows and controls, Sales through Accounts Receivable processing, Purchasing through Accounts Payables processing, Shop Floor Control through G/L posting processing and reporting, and Financial Statements definition.	Operations and Information Technology Professionals	√	√	√
ERP: Workflow Automation	Developed the hands-on training course (and the certification curriculum) for MK Enterprise (similar to SSA-Baan). Participants learn about and work with the application's Business Process Automation application (based on BEA system's WebLogic platform). Business event triggers identified, workflows are defined, and the business process is executed using the tool.	Operations and Information Technology Professionals	√	√	√

Articles

Title	Publication	Audience	Description
Promoting Ethanol – ideas for making the Case	Ethanol Today June 2004	General Business – Renewable Fuels Industry	This article provides guidance for leaders involved in the growing fuel grade ethanol business who are called upon to promote the industry.
Return on Investment (ROI) is a Matter of Setting Priorities	Darwin Magazine CIO.com January 2003	General Business	This article describes a framework for approaching ROI analysis of potential projects.
Workflow Automation – The Correct Recipe for Success	Darwin Magazine CIO.com September 2002	General Business – Operations and Information Technology Managers	This article highlights common traps - and how to avoid them – that many firms fall into when implementing workflow automation (also known as business process automation) software.
Becoming a Closed-Loop Organization	Darwin Magazine CIO.com August 2002	General Business – Senior Managers	This article highlights the need for distributed organizations to map themselves so that structured communications that provide feedback enable critical operational insights. Specific tools are examined.
Strategy Implementation – Closing the Management Gap	Industrial Management	General Business – Senior Managers	This article explores the difference between cross-functional teams and cross process teams and the importance the latter has for implementing strategy.
Don't Get Caught in the Modification Trap	American Production and Inventory Management (APICS) Magazine	General Business	This article highlights the dangers that companies fall into when tempted to modify business application software.
The Process of Developing an ROI Model	DECUS Conference Proceedings	General Business	This article is a roadmap for conducting ROI analysis and a primer on basic financial analysis techniques.