

## SUMMARY

---

Mr. Thompson is an Oracle Consultant with over 9 years of functional and technical implementation experience within the Manufacturing, Oil & Gas, Life Science, Publishing and Education sectors. With an expertise in Oracle Order to Cash, he has participated in several global implementations of the Oracle E-Business Suite and has broad experience in other areas of Supply Chain Management (SCM). As an implementation lead, Mr. Thompson provides business process analysis, scope definition & design, module configuration, client training and go-live support services. In addition to his functional skills, Mr. Thompson has extensive technical experience with custom Oracle forms and reports development, PL/SQL programming and data analysis for the Oracle Enterprise Suite, SCT Banner and other Oracle-based systems.

Expert in Order Management, Advanced Pricing, Shipping Execution, Inventory, Receivables, TCA and iPayment (Payments). Secondary expertise in Cost, Manufacturing, Projects, Purchasing, Planning and Configurator.

## IMPLEMENTATION EXPERIENCE

---

### Oil & Gas Company

Global Oracle R12 ERP Implementation

October 2008 – Present

#### *Order Management Team Lead for US Implementation*

- As part of the IBM management team, serve as team lead for the Order Management workstream with ownership of the Quoting, Order Management, Shipping Execution and Pricing modules
- Leading global requirements gathering sessions, performed Quote to Cash process analysis and identified key business requirements specific to several of the client's Houston, TX locations. Facilitated map & gap analysis and identification of all custom reports and extensions.
- Designed several customer facing reports across the Order Management and Shipping modules. Facilitated testing of all Order Management workstream reports, customizations and interfaces.
- Overseeing the CRP, SIT and Production Pilot testing efforts for all Quote to Cash modules. Managing the capture and resolution of all workstream issues. Responsible for issue resolution and reviewing risks & issues with the Project Management Organization (PMO).
- Implemented the Trading Community Architecture (TCA) to best fit the client's customer data and reporting requirements. Led cross-workstream design sessions and facilitated the execution of customer data conversion. Established plan for the manual entry and reconciliation of open sales orders.
- Assisted with deployment plan creation specific to the Order Management workstream which included conversion schedule and environment preparation activities.

**Technologies** Oracle Enterprise Suite 12.0.4, Toad, PL/SQL, SQL Plus, Dataloader, XML Publisher

---

### Scholastic

Oracle 11.5.10.2 ERP Implementation

November 2007 – October 2008

#### *Senior Order to Cash and iPayment Consultant*

- Provided Order to Cash process analysis for the integration of Scholastic's newly acquired business units into their existing 11i environment.
- Assisted the Director of ERP Systems with implementation, test and resource planning efforts.
- Gathered business requirements for the Order Management, Advanced Pricing and Receivables modules and provided impact analysis to existing business processes and interfaces to outside inventory and financial systems.
- Implemented the Configurator module to support the Scholastic Reading Counts division, which sells and distributes customized software solutions using the assemble-to-order (ATO) process.
- Introduced new functionalities to help streamline Scholastic's prepayment process and implemented Territory Manager to improve upon the collections process from an account assignment and reporting standpoint.

- Assisted Scholastic with design improvements to their revenue accounting customization – an Order Management workflow process that drives the organization's revenue accounting and interfaces with J.D. Edwards and other financial systems.
- Provided resolution to outstanding issues within the iPayment, Order Management and Advanced Pricing modules.

**Technologies** Oracle Enterprise Suite 11.5.10.2, Toad, PL/SQL, SQL Plus, Dataloader, Workflow Builder

---

**Dresser-Rand**  
Global Oracle 11.5.10.2 ERP Implementation

May 2006 – November 2007

*Senior Quote to Cash Consultant for France and German Implementations*

- Led the implementation of the Telesales, Order Management, Advanced Pricing and Shipping Execution modules for the client's French and German locations. Assisted Dresser-Rand's German operations in the migration from SAP to Oracle.
- Conducted global requirement sessions, performed Quote to Cash process analysis and identified key business requirements specific to France and Germany from a process and regulatory standpoint.
- Implemented and customized Oracle's International Trade Manager (ITM) module with Kewill for export compliance screening of sales order and shipping transactions.
- Facilitated the design of client facing documentation and operational reporting across all Quote to Cash modules.
- Designed extension to the Shipping Execution module; providing capability to disassemble, package and ship large scale products based on an item's bill of material.
- Designed OM workflow customizations to provide improved integration between the Order Management and Projects modules.
- Developed the price list conversion. Facilitated the manual sales order conversion and reconciliation effort.
- Facilitated CRP and UAT testing efforts for all Quote to Cash modules.
- Provided post go-live support to the sales force, order management and warehouse operations. Laid out a post go-live blueprint for the French planning operations detailing recommended system enhancements and process improvements.
- Practiced AIM methodology in all aspects of process analysis, requirements gathering, design and configuration.

**Technologies** Oracle Enterprise Suite 11.5.10.2, Toad, PL/SQL, SQL Plus, Dataloader

---

**Stryker Orthopaedics**  
Deloitte Consulting LLP  
World Wide Oracle 11.5.10 ERP Implementation

August 2005 – May 2006

*Oracle Order to Cash Consultant for US and Ireland Implementations*

- Led the Order Management implementation for Stryker's North American operations encompassing the client's main inventory facility and over 80 field sales offices. Assisted with the scope and planning efforts for the client's Ireland operations.
- Conducted Order to Cash requirements gathering, map & gap analysis and global business process design.
- Performed core Order Management configurations and provided assistance with the Advanced Pricing, Inventory and Account Receivables modules.
- Assisted client with compilation of training materials, establishing class formats, etc. Conducted knowledge transfer sessions with Cork and Limerick key stakeholders to initiate transition of implementation efforts.
- Provided OM and Shipping Execution go-live support for client's main distribution facility.
- Led post go-live support team for custom interfaces to the client's outside WMS system (Boss) where initiatives included error resolution and root-cause analysis.
- Practiced AIM methodology in all aspects of process analysis, requirements gathering, design and configuration.

**Technologies** Oracle Enterprise Suite 11.5.10, Toad, Mercury Test Director, PL/SQL, SQL Plus, Boss WMS, Dataloader

***Order Management Consultant for Latin America and US Implementations***

- Led the implementation of Oracle Order Management for the client's Mexico City and Bogotá, Columbia corporate offices. Assisted with the client's US, Australia and China Order Management implementation efforts.
- Conducted Order to Cash scope and design sessions and assisted with process transformation to integrate with the client's global ERP business model.
- Performed configurations across all Order to Cash modules. Assisted with a number of OM dependent configurations across the Inventory and Configurator modules.
- Co-led the integration testing efforts for OM that included testing of all major OM workflows (generic, drop ship, back-to-back, IR-ISO, etc.) and the Configurator module.
- Designed an OM workflow customization to streamline the internal requisition and internal sales order processes for orders booked at Latin American marketing divisions and fulfilled through the client's US and China manufacturing facilities.
- Facilitated the manual sales order conversion and reconciliation effort for the Mexico City and Bogotá implementations.
- Provided OM training, knowledge transfer and go-live support to the Mexican, Columbian and Argentinean user base.
- Practiced AIM methodology in all aspects of process analysis, requirements gathering, documentation and design.

**Technologies** Oracle Enterprise Suite 11.5.8, Compuware QARun and QALoad, Toad, Dataloader, PL/SQL, SQL Plus

---

**OTHER EXPERIENCE**

**CyberSource**  
Oracle 11i iPayment Integration for Motorola

August 2009 – Present

***Senior Oracle iPayment Consultant***

- Working with CyberSource, a credit card processor, to intergrate their Secure Storage solution with the Oracle iPayment module. The Secure Storage product provides the ability to authorize and charge credit cards in a chosen ERP system without storing the credit card number and other sensistive information.
- Facilitating requirements gathering sessions with CyberSource and their pilot customer; Motorola. Assisted with the project proposal and statement of work documents.
- Working in conjunction with development resources to determine best integration approach between Oracle iPayment and CyberSource's Secure Storage product from a techincal standpoint.
- Drafting the integration test plan which will encompass transactional testing from the Order Management and Receivables modules.

**Technologies** Oracle Enterprise Suite 11i, SQL Plus

---

**CyberSource**  
Oracle R12 Payments Integration for the Gucci Group

August 2008 – September 2008

***Senior Oracle R12 Payments Consultant***

- Worked with CyberSource, a credit card processor, to intergrate their services with the R12 Payments module (formerly iPayment) under aggressive time constraints required by their pilot client; the Gucci Group.
- Reviewed the client's existing iPayment integration, conducted requirements gathering sessions and established the design approach from a functional and technical standpoint.
- Performed Payments module configuration and worked with technical resources to develop the Java interface to CyberSource's credit card services.
- Facilitated integration testing for the Funds Capture Manager, Order Management and Receivables modules.

- Collaborated with Oracle support for design review and to publish "lessons learned" for future payment processing integrations.

**Technologies** Oracle Enterprise Suite R12, SQL Plus

**Thomas Jefferson University Hospital**  
SCT Banner Enterprise Application Implementation and Support

September 2000 - June 2004

***Oracle Systems Analyst and Developer for SCT Banner***

- Technical consultant for the SCT Banner Enterprise system providing support to the university student body and the admissions, financial aid, accounts receivables, & faculty offices.
- Worked with a team of developers to gather requirements and develop a custom admissions interview management module with seamless integration to standard SCT Banner admissions functionality.
- Worked in conjunction with the University board of directors, departmental leaders and client IT staff to create a centralized database across several Oracle systems to issue and maintain university-wide email accounts.
- Developed a number of custom reporting tools for several colleges within the University
- Performed SCT Banner system modifications utilizing PL/SQL and Oracle Forms and Reports Designer.
- Provided post go-live & Banner upgrade support.

**Technologies** Oracle Database 9i, Oracle Forms Designer 9i, Oracle Reports Designer 9i, Java, C/C++, PL/SQL, SQL Plus

**COMPUTER SKILLS**

<b>Databases</b>	• Oracle Database	• SQL Server	• Microsoft Access	• MySQL
<b>Software</b>	• Oracle E-Business Suite • Mercury Test Director • Data Loader	• Compuware QALoad/QARun • Oracle Forms & Reports Designer • Microsoft Visio	• SCT Banner • TOAD • Microsoft Projects	
<b>Languages</b>	• SQL, PL/SQL, C/C++, Java, VB, Shell Scripting			
<b>Operating Systems</b>	• UNIX (HP, Solaris, Red Hat Linux)	• Windows (2000, XP, Vista)		

**EDUCATION**

**Drexel University**, Philadelphia, PA  
*Bachelor of Science in Computer Science*  
*Minor in Mathematics*  
3.40 GPA on a 4.00 index

**ADDITIONAL INFORMATION**

Visit <http://www.bryanthompsononline.com/oracle> for publications and other professional materials. For more information regarding our firm visit <http://www.lexerdgroup.com>. References are available upon request.