

**Paul J. Struck**

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**Profile Summary**

Mr. Struck has 20+ years of experience in the areas of Information Technology and Business Process Consulting. His business experience spans a variety of industries including Chemicals, Oil & Gas, Consumer Products and Wholesale Distribution. Over the past 19 years, Mr. Struck has gained increasing responsibilities working on over 15 large scale SAP R/3 and ECC implementations including global releases/rollouts, system strategy analysis, and large scale transformation initiatives. His main areas of expertise are in SAP implementation and project/program management. In addition, he has functioned in the role of a trusted advisor for a number of clients and developed workable solutions to their critical business needs. Mr. Struck seeks to leverage and apply his advanced Program/Project Management skills as well as Account/Engagement Management capabilities in a progressive and challenging business environment.

**Domain Areas of Experience:**

- **Practice Development** – P&L Oversight, Service Offering Creation and Delivery, RFP Proposal Development, Recruiting and Relationship & Alliance Management
- **Project/Program Management** – Advanced Portfolio Management Skills
- **Account/Engagement Management** – Service Delivery and Client-Facing activities (i.e. Trusted Advisor role)
- **SAP (ERP) Functional Knowledge and Experience** – 19 years of Core ECC (SD, MM, FI-CO), CRM, SCM, BI experience

**YASH Technologies – May, 2012 - Present**

Mr. Struck is currently functioning in the role of Process Industry Practice Director – SAP in which he oversees all of the activities and development for the Chemicals Industry vertical within YASH Technologies. Some of the specific responsibilities for this over-arching role include:

- Work directly with SAP AG in identifying sales opportunities with net new companies in Process Industries
- Develop and execute on Business Plan for Chemical Industry Practice
- Actively manage relationships with existing accounts, working with engagement leadership on identifying new opportunities and radiating account exposure
- Participate in marketing planning and activities in order to build-out brand awareness
- Actively participate in recruiting and hiring for practice area
- Collaborate in strategic planning for overall YASH Business Plan and coordinate practice area goals against overall company-wide metrics

Mr. Struck is actively managing strategic accounts totaling ~8MM dollars in annual revenue including the direct generation of ~2MM dollars in net new revenue over the past 12 months. He works directly in the SAP ecosystem as well as YASH Marketing and Account Executives in demand generation and pipeline building activities.

### **Hitachi Consulting – October, 2008 – May, 2012**

**Client/Company: Baker & McKenzie**

**Duration: October, 2011 – May, 2012**

Mr. Struck is functioned in the role of Project Manager for Hitachi Consulting's component of the global SAP implementation project. In this role, Mr. Struck's responsibilities included:

- Providing overall project leadership for the Hitachi Consulting project team.
- Leading Re-Planning efforts for the PMO as it relates to remaining Realization, Final-Prep and Go-Live activities
- Actively managing the development pipeline of the Off-Shore development team
- Managing open issues with various functional teams
- Working directly with project PMO and Baker leadership team

**Client/Company: Eby-Brown**

**Duration: October, 2008 – October, 2011**

Mr. Struck is currently functioning in the role of Project Manager for a North American SAP implementation project. In this role, Mr. Struck's responsibilities have included:

- Providing overall project management and leadership for a combined team of ~100+ consulting and client resources. Active management of project and resource plans as well as financial forecasting/budgeting totaling ~\$20MM over the past 24 months.
- Provided thought leadership in the design, development and rollout of Eby-Brown's Test Strategy and methodology for the SAP project. Provide ongoing leadership for the Quality Assurance (QA) group within Eby-Brown's IT department.
- Led detailed integration test planning with project leadership which resulted in the development of detailed test plans through the four major phases of integration testing.
- Driven the coordination, development and execution of the overall Cutover Phase. Includes the detailed tasks/activities related to Go-Live Cutover including data migration, technical solution migration, timing and dependencies.
- Leading the design, development and rollout of Eby's SAP Customer Center of Excellence (CCoE) to support their productive SAP environment. Involved in workforce and budget estimation to support the overall CCoE model, developing processes and procedures include Service Level Agreements (SLA's) monitoring, metrics reporting, etc.

Mr. Struck has been effectively providing guidance and support in the identification and resolution of project-related issues for the Eby-Brown SAP Project, and is a member of the projects SAP Leadership Team.

### **Savannah Consulting**

**Client/Company: AkzoNobel BV**

**Duration: September, 2007 – September, 2008**

Mr. Struck is functioned in the role of Program Manager for the IT function of a major (\$4B USD) divestiture project. In this role, Mr. Struck's responsibilities have included:

- Providing overall program management and oversight of the IT function related to the Project Hobart disentanglement effort.

- Developing project plans for the disentanglement activities of the Adhesives and Electronic Materials Business Units which will be included in the On-Sale to Henkel.
- Actively led in the identification of integration points between Project Hobart and on specific request other related activities of the ICI acquisition by Akzo Nobel.
- Effectively providing guidance and support in the identification and resolution of project-related issues for Project Hobart and on request to the overall ICI group acquisition.

Mr. Struck represented AkzoNobel in contractual negotiations of IT Services between different service providers and acted as a 'trusted advisor' to his client during these negotiations.

### **Alvarez & Marsal Business Consulting, LLC**

**Client/Company: General Growth Properties (GGP), Inc.**

**Duration: April, 2007 – August, 2007**

Mr. Struck functioned in the role of Solution Architect for the Application Portfolio Rationalization Strategy project. In this role, Mr. Struck's responsibilities include:

- Overseeing the approach, timeline and deliverables of the overall project effort.
- Facilitate and led interviews with key client resources including C-Level executives.
- Define measurement/categorization framework and weighting model to assess IT portfolio.
- Develop a set of recommendations to modify, supplement, or otherwise change the GGP IT application portfolio.
- Actively manage the day-to-day project activities and worked directly with senior IT management.
- Presenting the final recommendations of Application Roadmap to the GGP IT management team.

As a result of these efforts, Mr. Struck and his team identified approximately 400K in annualized application cost savings to be realized within the GGP IT application environment.

### **Accenture – September, 1996 – April, 2007**

Mr. Struck participated in a variety of roles during his 10+ years with Accenture. Below is a synopsis of his roles and responsibilities

**Client/Company: Akzo Nobel Polymer Chemicals**

**Duration: April, 2005 – April, 2007**

Mr. Struck functioned in the role of Unit Lead for the SAP Application Maintenance Outsourcing arrangement. In this role, Mr. Struck's responsibilities included:

- Actively manages the overall client relationship and service delivery for the engagement, including overseeing the day-to-day operations of the SAP Application Management support team. This includes managing a global staff of 30+ Accenture SAP support professionals as well as client and third party resources in supporting the overall SAP infrastructure.
- Direct budget responsibilities and financial performance for overall engagement totaling 4MM+ annually.
- Measure and report service delivery to the client on a monthly basis against defined service levels. Recognize and develop new business opportunities within client and provide thought leadership for continuous improvements of processes and procedures.
- Actively balance customer requests against organizational resources.
- Collaborate with client leadership in leading annual demand planning process.

Through Mr. Struck's efforts, the engagement has continuously met and/or exceeded all SLA targets set by the client and achieved internally established financial targets for margin and controllable income.

**Client/Company: PepsiCo**

**Project: Project One Up**

**Duration: October, 2004 – March, 2005**

Mr. Struck functioned in the role of Solution Architect on the Project One Up engagement. In this role, he interfaced directly with senior program sponsors to provide thought leadership in the development and implementation of program governance approaches for the Project One Up program. Some of his responsibilities include:

- Providing thought leadership for the development of scope change control process.
- Overseeing the design, development and implementation of Integration Scenario, RICEF Governance, and Issues Management approaches.
- Provide coaching, guidance, and mentoring to client project leadership in the development of these program governance and oversight initiatives.

**Client/Company: DuPont**

**Project: T03 Program**

**Duration: October, 2001 – September, 2004**

Mr. Struck functioned in the role of Senior Project Manager as part of the T03 Program. In this role he has performed several functions across the portfolio of projects on the T03 Program.

**PMO Lead: T03 Program**

Mr. Struck has led several functions within the PMO organization including Portfolio and Account Planning, Financial Forecasting, Scope Change Management, Program Communications.

Responsibilities include:

- Led monthly Forecasting cycle, including variance reconciliation and reporting. Worked with Client Financial Management (CFM) team to create program-wide financial forecasts.
- Oversaw Scope Change Control process and worked with all levels of engagement resources in order to track, document, and report change controls.
- Provides guidance and thought leadership to project/program leadership in areas of Contract Management, Scope Management, and Assessment and Planning for projects.

**Solution Architect: DuPont Performance Coatings (DPC) IBIP Project**

Mr. Struck functioned in the role of Solution Architect for the Improved Business Information Project (IBIP) effort for the DuPont Performance Coatings (DPC) SBU. This role has involved leading a cross-functional team of over 25 project team resources in assessing and scoping a pan-European effort to implement SAP R/3 throughout DPC enterprise. Responsibilities included:

- Leading and facilitating SAP Organizational Structure Workshops.
- Developing approach and framework for Master Data conversions, including the creation of a Master Data Organization (MDO).
- Provide status of progress to project and program leadership.

**Solution Architect: Blueprint Validation**

Mr. Struck led a cross-functional team of approximately 20 resources which performed the assessment and planning effort for the entire portfolio of projects within T03 Program. Completed estimates used to develop detailed sourcing plans for individual project teams as well as centralized development

teams. Overall estimates resulted in approximately 220,000 efforts days across the entire portfolio of projects, including both client and consulting resources.

**Client/Company: BP**

**Project: Program One - BP**

**Duration: July, 2001 – September, 2001**

Mr. Struck functioned in the role of Project Support Team lead for the Program One - BP implementation of SAP R/3. This implementation focused on migrating the BP US downstream business processes onto an existing SAP R/3 footprint. Responsibilities included:

- Effectively leading sub-teams within the Project Support Team including Basis Support, Security, and Job Scheduling.
- Development of Project Support team project plan, including resource loading, deliverables and milestone reporting.

**Client/Company: Odeco Nalco Chemicals**

**Project: SAP System Strategy**

**Duration: January, 2001 – June, 2001**

Mr. Struck participated in a global SAP System Strategy Analysis effort. He worked in a team setting to investigate the current SAP environment and develop several scenarios for implementing SAP on a global basis. The System Strategy analysis developed three possible SAP architecture scenarios and outlined the advantages and disadvantages of each of these scenarios. The final recommendations and conclusions were presented to the client and approved.

**Client/Company: BP Amoco**

**Project: SAP Assessment and Planning**

**Duration: October, 2000 – December, 2000**

Mr. Struck led the Assessment and Planning of implementing SAP R/3 for BP Amoco's AirBP business unit. He led requirements definition meetings, reviewed business processes, and developed fit assessments of AirBP's business processes to the current BP Amoco SAP 'footprint'. The findings of this assessment were coordinated with other business units and used to develop high-level project plans for integrating SAP R/3 into the BP Amoco business enterprise.

**Client/Company: BP Amoco**

**Project: OED Integration Project**

**Duration: September, 1999 - July, 2000**

Mr. Struck functioned in the role of Project Team lead for the Purchase to Pay team of a major Oracle Financials implementation effort. Responsibilities included:

- Developing detailed project timelines and workplans for Purchase to Pay project team.
- Leading detailed process design sessions for Non-Oil Purchasing and Accounts Payable business processes and map these into the Oracle Energy Downstream and Documentum 4i solution.
- Facilitating the resolution of gaps identified in the newly designed processes and ensured all resolutions were documented and communicated to the business process end-users.
- Actively managed 2 sub-team leads ensuring timely completion of project team deliverables.

**Client/Company: BP Amoco**

**Project: SAP Release 6B - Ind. Transportation**

**Duration: January, 1998 - May, 1999**

Mr. Struck functioned in the role of Project Manager for the SAP-Industrial Transportation project. This role involved effectively managing the entire life cycle of software implementation from the

Assessment and Planning phase through to the implementation and productive support of the SAP/IT Industrial Transportation module. Specific responsibilities included:

- Effectively managing overall project workplan and budget, as well as report milestones against plan.
- Assessing detailed functionality of the SAP/IT module against current client business processes.
- Actively participated in rigorous Unit and System Testing of system configuration.
- Oversaw implementation activities during Go-Live weekend.
- Actively participated in Post-Production support activities after implementation.

**Client/Company: Amoco**

**Project: SAP Release 5/5A**

**Duration: January, 1997 – January, 1998**

Mr. Struck functioned in the role of Project Manager for the ReportWriter Resource Pool Project. This effort involved the design, development, unit testing, and delivery of approximately 80 custom-designed financial reports for a Downstream implementation effort. Specific responsibilities included:

- Managing project workplan and budget, including milestone and progress reporting.
- Coordinating on-site design staff and off-site development staff.
- Ensured timely delivery of project deliverables against plan and provide issue resolution.

**Client/Company: Komatsu**

**Project: SAP Project Planning**

**Duration: September, 1996 – December, 1996**

Mr. Struck worked in a team setting to develop a business case for implementing SAP R/3 throughout North America. As part of this effort he interviewed business process users, developed detailed business process requirements, and mapped these requirements to specific SAP R/3 functionality.

As a result of this effort, he delivered a comprehensive integration plan for implementing SAP R/3 for Komatsu's three manufacturing facilities as well as their corporate headquarters, including resources requirements and estimated cost estimates for this effort.

**Deloitte Consulting – January, 1995 – August, 1996**

**Client/Company: Microsoft Corporation**

**Project: SAP Implementation**

**Duration: March, 1996 – August, 1996**

Mr. Struck led a development team of 3 people that designed and developed an extensive reporting menu consisting of Profit Center and Internal Order reports (CO-PCA Module). He utilized the SAP R/3 Report Writer tool in the development of these reports. These reports (72 in total) were the basis for replacement of two legacy reporting systems.

**Client/Company: Amoco**

**Project: SAP Release 1 – Lubricants Business Unit**

**Duration: August, 1995 – March, 1996**

Mr. Struck functioned in the role of consultant as part of a process team implementing SAP R/3. This effort involved the process design, configuration and development, unit testing, and delivery of the pricing module for the Lubricants business unit. Specific responsibilities included:

- Managing project workplan and budget, including milestone reporting against plan.
- Coordinating on-site design staff and off-site development staff.
- Ensured timely delivery of project deliverables against plan.

**Client/Company: Scimed**

**Project: SAP Implementation**

**Duration: January, 1995 – July, 1995**

Mr. Struck configured Sales/Use tax across SD/MM/FI modules and worked with team members across different functional teams. His responsibilities included:

- Configured condition types, access sequences and condition tables to modify pricing functionality and tax procedures.
- Developed and led training courses for ABAP/4 Query Tool and Report Writer for end-users.

### **Industry Experience:**

#### **US Cellular Corporation: December, 1993 - December, 1994**

Mr. Struck participated in an Activity-Based Costing project as part of an overall SAP R/3 re-engineering effort within this telecommunications firm. His responsibilities included:

- Identified current business processes, and performed costing analysis for them.
- Developed To-Be process models and identified gap analysis and gap resolution with SAP R/3 processes.

#### **Unisys Corporation : August, 1990 - November, 1993**

Mr. Struck functioned in the role of system analyst for the firms Worldwide Distribution Center. In this role he was directly responsible for the support and ongoing maintenance of several logistics/distribution systems. Some of his responsibilities included:

- Identifying procurement business processes.
- Leading Joint Application Design workshops.
- Publishing requirements definition and detailed design reports.

### **Education**

MBA - Finance and Management Information Systems, University of Illinois, Chicago - 1990

BA, Political Science, University of Illinois, Chicago - 1988