

I am a **Functional** consultant with **21 years' experience** in the global implementation of the **Oracle E-Business Suite**. I specialise in **Order to Cash** and **Supply Chain** solutions and have worked on projects in **22 countries** across 5 continents. My core Oracle modules include:

- **Order Management (OM)**
- **Advanced Pricing (QP)**
- **E-Business Tax (ZX)**
- **Channel Revenue Management (ChRM)**
- **Inventory (INV)**
- **Shipping (WSH)**
- **Receivables (AR)**
- **Bill of Materials (BOM)**

Having implemented Oracle EBS in a diverse range of organisations I can offer deep knowledge of **best practice process design** and the essential **practical experience** of many implementations. I focus on helping clients achieve real business value from their investment in Oracle technology.

### RECENT PROJECT EXPERIENCE – 2012 to 2017

#### 2017 **UBM – West Malling, U.K.**

##### *Oracle Release 12 Order to Cash Consultant*

UBM is a global business-to-business events organiser. I worked in an advisory role to assist with their global Oracle R12 Order to Cash roll-out. This involved:

- Acting as the **Global Subject Matter Expert (SME)** for Oracle **Order to Cash**;
- Advising on country specific **Localizations** with particular emphasis on Turkey and Brazil;
- Design and implementation of solutions for event specific milestones billing;
- Support of the Oracle **Order Management, Advanced Pricing** and **Receivable** modules;
- Creation of functional solution design documents (**MD050**);
- Advising on the replacement of custom components with standard Oracle configuration.

During my time at UBM I was able to optimise UBM's global template to reduce complexity and streamline the global OTC roll-out.

#### 2016 **Deloitte Consulting - London, UK**

##### *Oracle Release 12 Order to Cash Consultant - Client Based at **Owens and Minor***

Owens and Minor Movianto is a healthcare logistics partner for the pharmaceutical, biotech and medical device industries. As a highly regarded **OTC specialist** I was retained by Deloitte Consulting to conduct an **audit of the Order to Cash** solution at Movianto. This led to several other projects including:

- Design and implementation of an automated **Claims Management solution** fully integrating Oracle **Channel Revenue Management (Trade Management)** with Oracle **Order Management, Receivables** and **Payables**;
- Identification of unnecessary customisations in the Order to Cash solution;
- Providing advice and process design to replace custom components with standard processes and functionality;
- Documentation of processes to support the global roll-out of **Oracle Order to Cash** at Owens and Minor;
- Advise on roll-out strategy and plan for global roll-out across 11 countries;
- CRP and training delivery to Movianto Super-users.

Deloitte Consulting were able to utilise my extensive international expertise in Oracle **Order to Cash**. I was able to quickly evaluate the key issues at Movianto, stabilise the business and provide a clear path for their global roll-out of Oracle E-Business Suite.

2015 **Reed Exhibitions – London, U.K.**

*Oracle Release 12 Quote to Cash Consultant*

Returned to Reed Exhibitions as a trusted advisor and **Subject Matter Expert** (SME) for their global Oracle E-Business Suite **Release 12** roll-out. Achievements included:

- Re-design of key processes to align with standard Oracle functionality;
- Design of a harmonised global pricing model to provide scalability and reduce complexity utilising Oracle **Advanced Pricing**;
- Review of the proposed tax solution. Re-design and configuration of Oracle **E-Business Tax** to support global requirements in a scalable and supported manner;
- Design and implementation of CRM integrations with Salesforce.com;
- Global **Subject Matter Expert** (SME) and key point of contact for **Quote to Cash** processes and applications.

During my 3<sup>rd</sup> assignment at Reed Exhibitions I was able to significantly reduce system complexity to deliver a lean and efficient Oracle Blueprint to enable global roll-out.

14/15 **TaylorMade Adidas Golf – Basingstoke, UK**

*Oracle Release 12 Order to Cash Consultant*

Contracted to resolve major issues with a new implementation of **Oracle E-Business Suite Release 12** at a global sporting goods manufacturer. This 'trouble-shooter' role involved the analysis and resolution of key issues to accomplish business stability. Achievements included:

- Re-design of **Available to Promise (ATP)** and order scheduling functionality to satisfy business requirements, clear shipment backlog and ensure timely product delivery;
- Re-design of the TaylorMade **Configure to Order** processes for custom Golf Clubs to align with standard Oracle **CTO** Functionality;
- Analysis and re-design of the VAT tax solution for EMEA utilising Oracle **E-Business Tax** resulting in a substantial reduction in unnecessary customisations and a stable, accurate and scalable tax solution;
- Simplification and **standardisation of pricing processes** resulting in a reduction in unnecessary customisations, improved pricing accuracy and visibility of margins;
- Product support, training and knowledge transfer in Oracle **Order Management, Shipping Execution, Advanced Pricing, Inventory, Bill of Materials** and **Purchasing** Release 12.1.3.

My role at TaylorMade Adidas provided the opportunity to deliver quantifiable business improvements using appropriate processes and technology.

13/14 **HCL Axon – London, U.K.**

*Oracle Release 12 Quote to Cash Lead – Client based at **Reed Exhibitions***

**Quote to Cash Team Lead** for a Greenfield Oracle **Release 12** roll-out across **19 countries**. Achievements included:

- Team Lead for the Quote to Cash stream covering Oracle **Order Management, Advanced Pricing, Inventory, Bill of Materials**, Advanced Collections, **Receivables** and Cash Management modules Release **12.1.3**;
- Requirements Mapping to identify gaps in standard Oracle functionality;
- Analysis and mapping of Oracle **Localization requirements**;
- Design of core integrations with Reed Exhibition Quote to Cash systems including Salesforce.com and Floor Planning tools;
- Design of global **Quote to Cash** processes;
- **Training delivery** to Reed Exhibition Super-Users;
- Advise on roll-out strategy and plan for global roll-out across 19 countries.

The Reed business model is unique and does not clearly map to standard Oracle EBS. Reed Exhibitions were able to leverage my broad industry experience and my obsession on standardisation to define a scalable and flexible end-to-end Quote to Cash Solution.

#### 12/13 **National Oilwell Varco – Copenhagen, Denmark**

##### *Oracle Release 12 Supply Chain Lead*

Supply Chain Lead for the leading manufacturer of Oil Rig solutions. This involved:

- Team Lead for Logistics, Procurement and Order Management;
- Analysis, design and configuration of Oracle **Order Management, Purchasing, iSupplier, iProcurement** and Shipping Release **12.1.3**;
- Design and implementation of **global Order to Cash** and Logistics processes;
- Delivery of design workshops and Conference Room Pilot (CRP);
- Design and implementation of standard solutions to reduce complexity and remove unnecessary customizations;
- Advise on best practice configuration for roll-out of Oracle Release 12 Supply Chain modules in Denmark;
- Implementation of Denmark localizations into an existing global solution.

NOV provided the opportunity to design and implement best practice global solutions in O2C, Logistics and Procurement as part of the global roll-out of their core solution.

#### 2012 **Toyota – Brussels, Belgium**

##### *Oracle Release 12 Advanced Pricing Consultant*

Provided Oracle **Release 12 Advanced Pricing** expertise for Toyota including:

- Design of sophisticated pricing solutions for Toyota Europe;
- Re-design of existing pricing structure to reduce complexity and ease maintenance;
- Advise on best practice configuration for roll-out of Oracle **Release 12 Advanced Pricing** to Toyota sites in Germany;
- Design of Oracle **Quoting** 'Retailer Workbench';
- Providing 3rd level Production support on pricing related issues.

My assignment at Toyota provided a rare opportunity to showcase my **Oracle Advanced Pricing (QP)** expertise at a leading global manufacturing company.

#### 11/12 **Ingersoll Rand – Horwich, U.K**

##### *Oracle R12 Order to Cash Lead*

Lead Functional Consultant on Ingersoll Rand's **Release 12** global Oracle deployment. Key achievements include:

- Analysis and **design of global Order to Cash processes**;
- Advise on configuration requirements for Oracle **Order Management, Shipping, Inventory, Warehouse Management** and **Advanced Pricing**;
- Design of local solutions for warranty sales, counter sales and deferred billing;
- Preparation of **MD050** extension documents to close gaps in standard functionality;
- Advise on appropriate solutions for country specific Localization requirements.

My role at Ingersoll Rand provided the opportunity to drive operational excellence by simplifying and standardising global processes, supported by one common global Oracle ERP solution.

## EARLIER PROJECT EXPERIENCE – 1996 to 2012

2011	<b>KPMG Consulting – Milan, Italy</b> Oracle Supply Chain Team Lead – Client based at <b>British Telecom</b>
2011	<b>Eaton Corporation – Zaltbommel, Netherlands</b> Oracle Order to Cash Trainer
09/10	<b>Gilead Sciences – Global</b> Oracle Order to Cash Release 12 Functional Consultant
08/09	<b>Wipro Technologies – Paris, France</b> Oracle Order to Cash Team Lead – Client Based at <b>NYSE Euronext</b>
07/08	<b>Oracle New Zealand – Auckland, New Zealand</b> Oracle Functional E-Business Suite Release 12 Consultant – Client Based at <b>Placemakers</b>
06/07	<b>Stryker – Lyon, France</b> Oracle Order to Cash Team Lead
05/06	<b>PPG – Paris, France</b> Oracle Order to Cash Functional Consultant
2005	<b>KCI Medical – Texas, USA</b> Oracle Order to Cash Functional Consultant
2005	<b>Alcoa – Harderwijk, Netherlands</b> Oracle Order to Cash Functional Consultant
2005	<b>Oracle University – Helsinki, Finland</b> Oracle E-Business Suite Trainer
04/05	<b>Pfizer – Dublin, Ireland; Sweden, Finland, Denmark, Norway and Iceland</b> Oracle Order to Cash Team Lead
2004	<b>Oracle University – Helsinki, Finland</b> Oracle E-Business Suite Trainer
2004	<b>TietoEnator – Stockholm, Sweden</b> Oracle E-Business Suite Functional Consultant - Client based at <b>TeliaSonera</b>
03/04	<b>Alcoa – Perth, Australia</b> Oracle E-Business Suite Functional Consultant
2003	<b>Accenture Consulting – Helsinki, Finland</b> Oracle E-Business Suite Functional Consultant - Client based at <b>TeliaSonera</b>
2003	<b>Colt Telecom – Frankfurt, Germany</b> Oracle Order Management Functional Consultant
02/03	<b>Oracle Sweden – Stockholm, Sweden</b>

	Oracle Order Management Team Lead - Client based at <b>TeliaSonera</b>
2002	<b>Thermo King – Minnesota, USA</b> Oracle Order Management Functional Consultant
01/02	<b>Imperial College – London, U.K.</b> Oracle Order Management Functional Consultant
2001	<b>Deloitte Consulting – London, U.K.</b> Oracle Applications Functional Team Lead - Client based at <b>Vodafone</b>
2000	<b>Thales – Reading, U.K.</b> Oracle Order Management Team Lead
2000	<b>KPMG Consulting – London, U.K.</b> Oracle Order Management Team Lead - Client based at <b>Motorola</b>
2000	<b>Oracle Corporation - Reading, U.K.</b> Oracle Applications Functional Consultant - Client Based at <b>Racal Communications</b>
2000	<b>Oracle Corporation - Reading, U.K.</b> Oracle Inventory Team Lead - Client Based at <b>ntl</b> :
98/99	<b>Serono - Global</b> Oracle Applications Functional Team Lead
1998	<b>Europcar – Paris, France</b> Oracle Purchasing Functional Consultant
1998	<b>Oracle Germany – Stuttgart, Germany</b> Oracle Applications Functional Consultant – Client Based at <b>Nortel Dasa</b>
96/98	<b>Plantronics – Swindon, U.K.</b> Oracle European Business Analyst

## GENERAL

<b>Formal Training includes:</b>	<ul style="list-style-type: none"> <li>• Oracle <b>Order Management</b></li> <li>• Oracle <b>Shipping Execution</b></li> <li>• Oracle <b>Advanced Pricing</b></li> <li>• Oracle <b>E-Business Tax</b></li> </ul>	<ul style="list-style-type: none"> <li>• Oracle <b>Purchasing</b></li> <li>• Oracle <b>Receivables</b></li> <li>• Oracle <b>Inventory</b></li> </ul>
<b>Business Expertise:</b>	<p>Practical experience in <b>Logistics</b>, Customer Services, Retail, <b>Order Fulfilment</b>, <b>Manufacturing</b>, <b>Telecommunications</b>, <b>Finance</b>, <b>Project Management</b> and <b>Information Systems</b>. Specialise in <b>analysing</b> and <b>re-defining Business Processes</b> utilising <b>best practice</b> and appropriate Information Systems.</p> <p>Extensive experience across a range of industries including <b>High Tech</b>, <b>Manufacturing</b>, <b>Telecommunications</b>, <b>Travel and Tourism</b>, <b>Consulting</b>, <b>Pharmaceuticals</b>, <b>Medical Devices</b>, <b>Defence and Aerospace</b>, <b>Retail</b>, <b>Research</b>, <b>Mining and Metals</b>, <b>Chemicals</b>, <b>Education</b>, <b>Exhibitions</b>, <b>Media</b>, <b>Logistics</b>, <b>Construction</b> and <b>Financial Services</b>.</p>	

	<b>Extensive International exposure</b> including UK, USA, Australia, New Zealand, Netherlands, Ireland, Germany, France, Switzerland, Mexico, Japan, China, Sweden, Finland, Denmark, Norway, Iceland, Portugal, Italy, Spain, Turkey, Brazil, Greece, Austria and Belgium.
<b>Information Technology Expertise:</b>	<p>Global implementation and upgrade of the <b>Oracle E-Business Suite</b>; use of appropriate methodologies including <b>AIM, Fast Forward / Oracle Business Accelerator</b>; knowledge of databases including <b>ORACLE</b>; database query tools including <b>Business Objects</b>, Oracle <b>Business Intelligence Enterprise Edition (OBIEE)</b>, <b>PL/SQL</b> and <b>Toad</b>; an extensive range of applications including Oracle <b>Order Management, Advanced Pricing, Shipping Execution, Warehouse Management, Channel Revenue Management, Inventory, Purchasing, iProcurement, Receivables, E-Business Tax, Bill of Materials, Quoting, Configurator, Telecommunications Service Ordering, Install Base, iStore, Tutor</b> and the <b>Microsoft Office Professional</b> suite.</p> <p>Expert and pragmatic knowledge of Oracle international <b>localizations</b> and country statutory requirements.</p>
<b>Typical Roles:</b>	<p>I typically offer my services as an <b>Oracle Functional Consultant</b> or <b>Functional Team Lead</b>. I am also available as a <b>Trainer, Solution Architect, Business Analyst, Subject Matter Expert</b> or <b>Project Manager</b>.</p> <p>I specialise in <b>global roll-outs</b> for multi-national organisations and am an experienced <b>solution designer</b> on Order to Cash / Supply Chain projects.</p>

## CONTACT DETAILS

<b>Email:</b>	<a href="mailto:enquiries@ckbs.co.uk">enquiries@ckbs.co.uk</a>	<b>Tel:</b>	+44 (0)7801 358277	<a href="https://www.linkedin.com/in/korvin">linkedin.com/in/korvin</a>
---------------	--	-------------	--------------------	---