

Douglas Landi *Senior Principal Consultant*

CAREER OVERVIEW

Mr. Landi has over twenty-five years of experience in Information Technology working on major projects such as implementing project-centric enterprise resource planning systems, applications development, network infrastructure, data warehousing and business intelligence systems. Excellent understanding of technology as it relates to providing solutions to business needs. Strong verbal/written communications, presentation and project management skills.

PROFESSIONAL EXPERIENCE

Progetto Consultancy, LLC

November 2009 – Present

Professional agency providing consulting and management services to project-based organizations for Oracle Projects focused implementations.

ERT, is a global data and technology company that minimizes uncertainty and risk in clinical trials so that its customers can move ahead with confidence. With nearly 50 years of clinical and therapeutic experience, it balances knowledge of what works with a vision for what's next, so they can adapt without compromising standards.

Doug was the Senior Oracle Projects Lead team member for NTT DATA on this Oracle EBS upgrade to Release 12.2.6. The project scope included the strategic expansion/retooling of the Accounting FlexField and implementation of an Enterprise Project Management solution to support a global rollout for the Electronic Clinical Outcome Assessment (eCOA), Trial Oversight, Respiratory & Cardiac Safety ERT organizations as a result of acquisitions. The project-centric solution incorporated the core Oracle Projects Foundation, Costing and Billing modules with integration to the Salesforce and Smartsheet applications. Additionally, the ERT proprietary revenue recognition/forecasting, unearned revenue and unbilled receivables tracking & matching principle business processes were streamlined utilizing the Oracle Projects client extensions.

Wabtec Corporation, is a global supplier of products, services and systems for the rail industry. The company manufactures a broad range of components for locomotives and freight cars, including state-of-the-art electronic train-control systems. It also provides products and services to virtually every major intercity passenger transit system in North America that deliver safety, efficiency and passenger comfort.

In addition to organic growth, strategic acquisitions, joint ventures and alliances have and continue to represent about half of Wabtec's growth over the long term. As a result, the Corporate IT team has a constant demand to migrate these divisions to the Wabtec Oracle EBS Release 12 global solution footprint which includes the manufacturing, financial and project management disciplines.

Doug was engaged to augment the Wabtec internal Oracle migration team to provide expertise with implementing Oracle Projects for the project-based organizations and advise the in-house Project Accounting Council. The companies included the *Brush Traction Limited*, *Wabtec Rail Limited* and *Wabtec Rail Scotland* operations located in Loughborough, Doncaster and Kilmarnock, United Kingdom respectively. In addition to the core Oracle Projects functionality leveraged, the revenue-based cost accrual extension and internal billing features were implemented to streamline the business processes.

A functional review and assessment of the Wabtec Xorail Railway Engineering & Construction (E&C) division was conducted to implement an Oracle project-centric solution for this professional services group. The deliverables included identifying functional gaps, documenting areas of improvement, outlining recommendations and best practices. The recommended high-level solution design included the Oracle Projects Foundation, Costing, Billing, Project Planning & Control (formerly Project Management), Time and Labor modules as well as Oracle Projects client extensions.

Telephonics Corporation, a worldwide leader in Integrated Information and Communication Systems technology. It serves Aerospace, Defense, and Commercial markets throughout the globe. Whether it is in the air, on the sea, or on the ground, its electronic systems are on board to ensure the safety and security of thousands of military personnel and civilians worldwide.

The Telephonics Oracle Enterprise Resource Planning implementation also known as Project Oasis replaced many of the separate legacy applications including: Deltek, Costpoint, Pentagon, Pilgrim, as well as numerous others. The entire scope of the Oracle EBS Release 12 solution covered the Acquire-to-Retire (A2R), Contract-to-Cash (C2C), Demand-to-Build (D2B), Design-to-Release (D2R), Accounting-to-Financial Reports (FIN), People-to-Paycheck (P2C), Procure-to-Pay (P2P), and Problem-to-Resolution (P2R) process tracks.

Doug was commissioned to perform an independent functional review and assessment of the Oracle Projects Billing solution to validate that the design met and complied with the revenue recognition and invoicing FAR government requirements. The deliverables included identifying functional gaps, documenting areas of improvement and outlining recommendations and best practices.

ADT Security Systems, has one of the most trusted and well-known brands in the security industry today that serves more than six million residential and small business customers. It delivers a broad and pioneering set of products and services—from interactive home and business solutions to home health services—meet a range of customer needs for today's active and increasingly mobile lifestyles.

The ADT Oracle Project Accounting (OPA) implementation was completed in two phases consisting of the Phase I Field Launch deployed in December 2011 and Phase II Finance Launch in April 2013. The scope of OPA was to replace the legacy Construction Work-in-Process (CWP) cost repository system with Oracle Project Costing to seamlessly integrate with the existing Oracle Financial modules. The Finance Launch phase involved the configuration of key AutoAccounting (AA) functions developing complex SQL-based AA rules to interface project costs to Oracle General Ledger. It also included two major customizations to manage the "Cost Clearance" of WIP costs when security system installations are completed and creation of assets for ADT Owned installations when placed in service for interface to Oracle Fixed Assets.

Doug served as the Lead Senior Business Analyst for both the OPA Field & Finance Launches, including requirements gathering, preparation of MD50's, facilitate design sessions, assist with coordination of testing resources and deployment. The custom programs were developed using the agile SCRUM methodology.

DRS Technologies, is a leading supplier of integrated products, services and support to military forces, intelligence agencies and prime contractors worldwide. Focused on defense technology, the company develops, manufactures and supports a broad range of mission-critical systems and sustainment solutions to support homeland security and the military's current and future force.

The goal of the DRS SSI Oracle upgrade project was to upgrade the Oracle EBS environment for SSI from Oracle EBS version 11.5.9 to version 12.1.3. The scope also included implementing new R12 enhancements to improve business processes and replace CEMLI's where possible.

Doug was responsible for the upgrade of the Oracle Project Costing, Billing and Contracts modules including the testing and retrofitting of 25 existing CEMLI's to be R12 compliant & OP³ Third Party Interface with Primavera.

Morpho Detection, Inc., delivers products and solutions targeted at governments, national agencies and administrations dedicated to law enforcement and border control, as well as private companies in need of secure physical or logical access control.

The scope of this highly visible 2-pronged project was comprised of delivering a project-centric Oracle E-business implementation that met U.S. Government Cost Accounting Standards (CAS). The CAS compliance was achieved with a project-based solution that managed commitments and costs consequently ensuring accurate billing to governmental agencies. The Oracle Purchasing, Accounts Payable, Accounts Receivable, General Ledger, Fixed Assets and Projects applications were leveraged in this deployment.

Doug contributed to this project as the subject matter expert in the project cost accounting, revenue recognition and billing areas.

NetApp, creates innovative products—storage systems and software that help customers around the world store,

manage, protect, and retain one of their most precious corporate assets: their data.

This essential initiative was a compliance project to meet SOX requirement gaps. The total scope consisted of 4 major tracks including Accruals and Deferrals (A&D), Level of Effort (LOE) tracking, Time Card Integrity (TCI) control and PULSE (EMEA-based Project Management, Collaboration & Resourcing application tool) bi-directional integration with Oracle Projects.

Doug was the PULSE track lead with responsibility for the overall design, development and deployment of this key project component for the EMEA operations.

MasTec Network Services, Inc., is a leading specialty contractor for communications companies, utilities and governments throughout the United States.

This project was the implementation of a solution to automate the sales order and invoicing integration between the MasTec NSORO division and its customers using EDI technology. The scope also consisted of streamlining the professional installation services billing process to AT&T of sales order lines on an "at completion" basis.

Doug acted as the solution architect and functional consultant during this engagement.

Project Partners, LLC

June 2008 – October 2009

Providing implementation, management, training and consulting support for Oracle Projects centric implementations and ongoing support.

Oracle E-Business Suite R12 Training & Boot Camp Assessment certified by the Oracle Partner Network Competency Center (see the Education section below for a list of completed courses & certifications).

Diebold Inc. provides ATM and Security products and services for clients in the financial, commercial and government sectors.

This engagement consisted of the design, development & implementation of a comprehensive integrated Oracle R11.5.10 FPM Project Management (PJT) and Accounting (PJF, PJC & PJB) solution for the Electronic Security division. The scope included the Sales to Contract, Project Planning and Logistics, Project Execution & Project Closeout and Warranty major business flows.

Doug served as a functional analyst in the implementation of Project Management (PJT), Project Costing (PJC) and Project Billing (PJB). He was responsible for Project Setup (interfacing from an external system), managing deliverables for inventory materials, procurement and billing actions, costs collections, change order approval, billing, and revenue recognition (including costs reclassification). The implementation included two different conference pilots (CRP), system integration testing (SIT), user acceptance testing (UAT) and production setup.

ADT Security Services

November 2007 – May 2008

Managed projects for the Business Delivery team in the Order-to-Cash PMO. The project management responsibilities included developing capital expenditure requests (CER), planning and project management of project initiatives within the department. All projects were across operational and financial key business systems.

Fujitsu / Rapidigm Consulting

August 2003 – October 2007

Responsibilities as Project Manager includes planning and project management issues, validates solution design, quality assurance and client satisfaction.

Accountable for the overall progress of projects at the following clients: Progressive Group of Insurance Companies, Stage Stores, GES Exposition Services, Inc, Kinetic Concepts, Inc, GE Global Research Center and SASCO Electrical Construction & Data Systems.

Key roles, project size, complexity, duration and solution architecture: Project experience ranged from

small to large complex ERP implementations with the scope including Oracle Financials 11i (General Ledger, Purchasing, iProcurement, Payables, iExpenses, Receivables, & Assets) as well as Oracle Projects (Costing, Billing, Project Management, Collaboration and Resource Management). Key roles as Project Manager and Lead Solution Architect with responsibilities to define and map business requirements, identify gaps, design-build custom solutions, legacy conversions and application upgrades.

Stage Stores, brings nationally recognized brand name apparel, accessories, cosmetics and footwear for the entire family to small and mid-size towns and communities with over 735 stores in 38 states.

- Functional Analyst lead responsible for developing solution designs for project and asset lifecycles. This effort, aimed at implementing multiple Oracle Projects Modules (Project Costing and Project Foundation) and integrating them with Fixed Assets, Account Payables and Purchasing.
- The Stage Stores solution was implemented and designed for the purpose of controlling costs associated with new and existing store development.

- **Key requirements from Stage Store include:**

- ✚ Add new projects and tasks in Oracle Projects module for new stores, remodeled stores etc.
- ✚ Associate project information on the supplier payable invoices in Oracle Accounts Payable module.
- ✚ Interface project supplier invoices from Oracle Accounts Payable to Oracle Projects and track capital and CIP costs.
- ✚ Interface associate non-CIP related assets directly from Oracle Accounts Payables to Oracle Fixed Assets.
- ✚ Create assets in Oracle Projects module and relate them to project or task or sub-task levels based on business requirements (WBS).
- ✚ Capitalize projects as they complete and interface assets to Oracle Fixed Assets.
- ✚ Split an asset line and allocate costs to multiple assets based on projects by GL account (asset category)
- ✚ Track, sort, report, projects by cost center and department.
- ✚ Track projects by Capital vs. Expensed.
- ✚ Track projects by the year they are added.
- ✚ Setup existing projects for reference to the converted fixed assets.
- ✚ Enter additional projects costs manually and distribute expenses to GL directly (includes Labor, Usage and Miscellaneous etc.).
- ✚ Capitalizing Interest.

Rosendin Electric, Inc., consistently ranks in the top ten electrical contractors in the United States, which has over 80 years of proven experience & performance.

- PM for this project-centric Oracle 11i (11.5.10) ERP implementation with the scope including the following applications: Oracle Projects(Costing, Billing & Project Management), Payroll, Human Resources, General Ledger, Purchasing, Payables, Receivables & Assets
- The Rosendin solution includes custom extensions to meet specific labor costing, purchasing, billing & union benefit deduction business requirements applicable to REI's industry.

- **Key requirements from Rosendin include:**

- ✚ Integrated project costing with payroll processing (actual payroll costs with associated fringes)
- ✚ Project set-up and invoicing to comply with the American Institute of Architects (AIA) standards
- ✚ Trade Services database and vendor pricing updates in purchasing module

- ✚ Automatic intelligent PO numbering within each project number
- ✚ Tracking of unbilled receivables & unearned revenue
- ✚ Equipment usage & small tool management integrated with project costing
- ✚ Accounts Payable to hold retention amounts on subcontractor invoices as required

GES Exposition Services, Inc., provides exhibition and event services in every major convention market across North America. They produce many of the world's most recognized trade shows including IMTS, CONEXPO/CONAGG, Consumer Electronics Show, National Association of Broadcasters, MAGIC, World Shoe Associates, National Restaurant Association, E3 and COMDEX.

- Key positions as Project Manager and Lead Solution Architect for this Oracle 11i Project-centric/Financials implementation with the scope including Oracle General Ledger, Oracle Payables, Oracle I-Expenses, Oracle Purchasing, Oracle I-Procurement, Oracle Fixed Assets, Oracle Project Costing, Oracle Project Billing, Oracle Internal Control Manager.
- The GES total solution involved integrating 12 highly industry-specific legacy systems key to the corporations operations. The solution incorporated 60 RICE (reports, interfaces, customizations and extensions) objects with the Oracle E-Business Suite.

- Key Functional Requirements from GES:

- ✚ Two-way interface between Hyperion budget tool and Oracle Projects/GL
- ✚ Journalize payroll entry from Highline/P2K (legacy) to Oracle GL
- ✚ Interface Highline/P2K labor costs and corresponding benefits to Oracle Projects
- ✚ Workflow notification to buyers when the PO's are about to expire
- ✚ Gateway to interface Tradeshow from operational systems (legacy) to Oracle Projects
- ✚ Automate the reversal of project revenue accruals (reverse event in future period)
- ✚ Set-up Project Status Inquiry (PSI) for expense tracking and budget to actual analysis
- ✚ Configure Requisition, PO and AP workflow to automatically create Accounting FlexField combination from project attributes.
- ✚ Customize process to accrue project-based PO's in GL which have not been received
- ✚ Build Discoverer reports to leverage Oracle Business Intelligence and Noetix Project and Financial views.
- ✚ Integrate Oracle Internal Control Manger to comply with section 404 of Sarbanes-Oxley

Kinetic Concepts, Inc. (KCI), San Antonio, TX, is a global corporation providing leading edge innovation in Wound Care, Pulmonary Care, Bariatric Care, and circulatory improvement to patients in all care settings.

- PM and Oracle Projects Subject Matter Expert for this 11.5.8 Oracle Projects Costing implementation.
- The KCI solution includes implementing both capital and indirect projects. Indirect projects to track KCI R&D projects and capital projects to track IT infrastructure projects.

- Key Functional Requirements from KCI:

- ✚ Track purchasing commitments in Project Accounting
- ✚ Track all project related payables
- ✚ Track employee time and cost in Project Accounting
- ✚ Track inventory cost in Project Accounting
- ✚ Allocating engineering cost from the ledger to projects
- ✚ Allocate cost from –one project to multiple target projects

- ✚ Utilize Project Status Inquiry for expense tracking and budget to actual analysis
- ✚ Utilize Expenditure Inquiry Review for making adjustments and fixes
- ✚ Utilize transaction controls and hard limits to prohibit unauthorized spending
- ✚ Automate GL accounting via auto-allocation rules
- ✚ Automate FAS 121 capitalization rules utilizing standard Oracle task based capitalization functionality

SASCO Electrical Construction & Data Systems, the largest privately held electrical and data contractor in the United States (ENR), with 8 offices on the West Coast extending from Southern California to the Northwest

- PM for this project-centric Oracle 11i ERP implementation with the scope including the following applications: Oracle Financials (General Ledger, Purchasing, Payables, Receivables & Assets), Oracle Projects(Costing, Billing & Project Management), Payroll & Human Resources
- The SASCO solution includes integration with several proprietary legacy systems for job budgeting, costing & revenue recognition & commodities purchasing.

- Key requirements from SASCO include:

- ✚ Reporting of non-diminishing project commitments
- ✚ Tracking of under and over billings (unbilled receivables & unearned revenue)
- ✚ Integrated project costing with payroll processing
- ✚ Detailed costing of payroll-related burdens for line items on cost-plus invoices
- ✚ Project set-up and invoicing to comply with the American Institute of Architects (AIA) standards
- ✚ Variation of revenue recognition based on the % spent of cost budget method

eBusiness Integration Solutions, Inc. (eBIS)

April 2002 – July 2003

eBusiness Integration Solutions, Inc. provides comprehensive technology solution services, which integrate eBusiness strategies, Shared Services consolidation initiatives and Enterprise Resource Planning system implementations. eBIS™ Subject Matter Experts have extensive experience with the following corporations:

Oracle	MasTec Network Services
Hopkins Consulting Solutions	Puerto Rico Electric & Power Authority
Ryder Truck Rental Systems	

Mastec Network Services, Inc.

March 2001 – March 2002

Director of Project Management Technology, March 2001 – March 2002

Responsibility for the overall technical direction of project delivery and management systems. Develop and lead the deployment of resources and project delivery systems to successfully execute and deliver project work. Establish project management methodologies, metrics, techniques and innovative control processes for managing and controlling the technical, cost and scheduling risks inherent in complex projects. - Standardize framework for project management tracking and reporting across business units.

Integrate internal and external project management systems with financial reporting systems. Efficiently integrate the regions, business group's and affiliated companies project operations with the corporate implementation of Oracle 11i Financial and Projects applications. Ensure alignment of strategies, tactics, objectives and priorities between the regional business groups managers and the business group.

Oracle Consulting

August 1998 – February 2001

Managing consultant for Oracle Projects (11.0.3 & 11i) on this ERP implementation with the scope including the following applications: Oracle Service, Oracle General Ledger, Oracle Payables, Oracle

Receivables, Oracle Purchasing, Oracle Assets, Oracle Order Entry, Oracle Inventory. The business requirements for Oracle Projects consisted of Project Costing and Billing as well as the use of Project Connect to link project plans created in MS Projects 98. The implementation plan included the conversion from two legacy systems (MAS90 and Concord). Specifically, the Oracle Application Implementation Methodology (AIM) was applied to implement the Oracle Projects module.

Ryder TRS, Inc. Integrated Oracle AR with existing Oracle GL, AP & FA applications and non-Oracle Ryder systems. Implementation included defining and mapping business requirements, conversion of customer and open invoice legacy data, interfaces (AutoInvoice, AutoLockbox & Customer) as well as design, build and testing of custom solutions.

Expert Software, Inc. Assisted G/L team with migration from character-based 10.7 to 10.7SC as well as setting up cash management. Implemented General Ledger Desktop Integrator (GLDI) and created customized financial statements using the (F)inancial (S)tatement (G)enerator.

EDUCATION

UNIVERSITY OF PITTSBURGH, Pittsburgh, PA 1976-80

B.S. Industrial Engineering

INDIANA UNIVERSITY OF PENNSYLVANIA, Indiana PA 1981

Graduate School of Business, MBA Studies

Related Courses: Managerial Finance, Principals of Marketing

Business Law and Statistics, Human Resource Management

PENNSYLVANIA STATE UNIVERSITY, Pittsburgh PA, 1982

Pittsburgh, Pennsylvania

Management Development Program: Theory and Applications.

DALE CARNEGIE COURSE, 1989, Miami, Florida

Effective Speaking and Human Relations.

ORACLE CONSULTING BOOTCAMP, 1998, Redwood Shores, California

Oracle Financials (GL, AR, PO, AP, FA, ADI)

Oracle Projects Costing, Billing & Advanced Topics

ORACLE PARTNER NETWORK, 2009, Redwood Shores, California

OPN Competency Training and Certificates: R12

Oracle E-Business Suite R12 Oracle Projects Implementation Boot Camp Assessment

Oracle Project Costing and Oracle Project Billing: Integration with Oracle Subledger Accounting Functional Overview

OPN Competency Training and Certificates: R12.1.1

Oracle Project Foundation Functional Overview

Oracle Project Costing Functional Overview

Oracle Project Billing Functional Overview

Oracle Project Management - Project Performance Reporting Functional Overview

Oracle Project Management - Project Management Enhancements Functional Overview

Oracle Project Management - Engineering & Construction Supplier Invoice Dashboard and Payment Control Functional Overview