

Edward L. Monk

3621 Rolridge Road
Richmond, VA 23233
804.405.4579

Edward@MonkandMonk.com

Summary of Professional Qualifications

- **ERP** – Comprehensive knowledge of ERP and supply chain information systems with the ability to train, design, develop, and advise on all aspects of these systems. Experienced with E3, Target, IDS (Retailix) , QuickBooks Enterprise, and of course SAP Business One.
- **Software Architect and Developer** - Accomplished designer for any platform and developer in RPG, CL, ASP & ASP.net, Dbase III+. Familiar with VB.net, C#.net, and Java.
- **Project Management** – Direction of large, high profile projects and operations that require an advanced degree of leadership and knowledge.
- **Quality Assurance** - Demonstrated success in team management and the development of software quality assurance processes.
- **Technical Team Development** – Experienced in the assemblage and leadership of technical teams to accomplish the strategic goals of a company.
- **Database Design, Reporting, and Analytics** - Skilled in SQL (2000 & 2005), Oracle (10g Intermediate level), DB2, Microsoft Reporting Services (Expert), Crystal Reports XI R2 (Business Objects, Expert), Crystal Xcelsius, Crystal Wave (Expert), ProClairity, Discoverer (Oracle), LogiXML – LogiReport, ORA, TouchGraph, Query/400 (iSeries), Magic Software - iBolt (Certified, ETL), and Software Labs - xFusion (ETL). Excellent Normalization and ETL skills.
- **Web Development** - Skilled in website development tools - Dreamweaver MX, Fireworks, and Microsoft Content Management Server (MSCMS – template design, site setup, and administration), familiar with the setup and use of MS Sharepoint Services as well. Responsible for implementing SAP Webtools (Netpoint) eCommerce and Web CRM.
- **Systems Infrastructure** - An expert in the use, maintenance, and integration/installation of a wide array of hardware - IBM iSeries (AS/400), all windows based PCs, all types of printers (laser, matrix, band, drum, and thermal), twinax terminal, AS/400 remote controllers, servers, routers, and optical networking.

Experience

Monk & Monk, LLC Nationwide (2/2008 – Present)

www.MonkandMonk.com

www.SBOnotes.com

- ❖ Consulting firm serving to augment existing IT staffs with temporary support for ERP selection, installation, and customizations (e.g., SAP Business One).
- ❖ Additional support for the implementation of business intelligence and reporting systems (Crystal Reports, Reporting Services).

Below are some of our recent clients this year:

Virginia Enterprise Applications Program (VEAP www.veap.virginia.gov)

Richmond, VA (8/2008 – Present)

(Representing **CGI Group, Inc.** www.cgi.com)

- Working directly in the office of the Chief Applications Officer for the Commonwealth of Virginia.
- Evaluating and recommending internally developed or commercial sourced Enterprise grade applications for state agencies.
- Assist other agencies during the implementation of enterprise products.

Zonin USA

Charlottesville, VA (3/2008 – Present)

- Provide SAP Business One Support and customization services. Mostly focused on the development of customized reporting through Crystal Reports and Crystal Wave.

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UPEK, Inc.

Emeryville, CA (6/2008 – Present)

- Provide SAP Business One Support, maintenance, and customization services (new customer).

Dainippon Sumitomo Pharma America & Europe

Fort Lee, NJ (3/2008 – 6/2008)

- Serve as an internal consultant for Dainippon Sumitomo during two separate implementations of SAP Business One, TWBS Crystal Wave, Power OLAP, and Project Account Suite (PAS).
- Work with internal project managers as well as those from the SAP Channel Partner charged with installing the system.
- Provide expertise in system functionality, design SQL queries and reports (both Crystal and SBO).
- Assist in the testing of special workflows requiring multiple levels of authorizations.

Philip Morris International

Richmond, VA (5/2008 – 8/2008)

- Serve as a team member on the SoftBrands Implementation Team during their implementation of SAP Business One and Softbrands's Fourth Shift Edition for SAP Business One.
- Work with internal project managers as well as those from the SoftBrands (and other consulting companies) charged with installing the system.
- Provide expertise in system functionality, design SQL queries and reports (both Crystal and SBO).

The Elevation Group, LLC

an SAP Channel Partner – ISV and Value Added Reseller (VAR)

(Update: 8/2008 Elevation Group Closes for Business)

Richmond, VA & Allentown, PA (5/2006 – 2/2008)

Industry Solutions Architect

- Implementation and training of SAP Business One, Web Tools, XL Reporter, Queries and PLD.
- Implementation and design of Crystal Reports XI & Crystal Xcelsius (Business Objects), and Reporting Services (Microsoft) reports and dashboards for customers to extend the functionality of SAP Business One.
- Extracted, Transformed, and Loaded (ETL) the legacy data to SAP Business One from a variety of sources using Software Labs - xFusion and Magic Software's - iBolt (certified).
- Served as the wholesale distribution industry expert (food & beverage) in a position that spans sales, marketing, development, and consulting.
- Designed all industry specific applications and direct the focus and pace of development for the product.
- Worked directly with development staff to set priorities and monitor progress.
- Created marketing strategies designed to penetrate and target specific industry segments.
- Planned and execute marketing plans - email campaigns, online demos, websites, and documents for trade shows, booth designs, and white papers.
- Attended industry specific trade shows to support the efforts of the sales team.
- Provided pre-sales support through formalized product demonstrations of functionality to potential clients both in-person and through online meetings.
- Worked with clients to customize the software to their individual business requirements and manage the changes through the development process.
- Trained the internal staff on the finer points of the wholesale distribution industry.

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Performance Food Group (1993 – 2006)

Analyst, Corporate Business Intelligence Reporting (2005 – May 2006)

- Worked directly with the Executive VP of Sales and Marketing to provide corporate level analytics over all 19 subsidiary locations. Annual net sales are in excess of \$5B.
- Designed and developed data warehouse (SQL 2000 SQL 2005) driven reports with graphs, tables, and drill-downs to be delivered through the Microsoft Reporting Services Report Server.
- Directed the rollout of solutions to internal customers.
- Other technologies utilized include the integration of ASP pages and stored procedures to control pre-run criteria for reports and the maintenance of legacy crystal reports.
- Installation of and training on ProClarity.
- Managed requirements, prepared project management and SDLC documents for Sarbanes Oxley audits.

Technical Manager, Margin Management (2004 – 2005)

- Assembled a team of field representatives to monitor profitability at all subsidiary locations.
- Identified opportunities to lower costs in the supply chain and established best practices by developing supporting software applications.
- Collected, organized, and prioritized all programming tasks, designed solutions, and managed the development process (SDLC) to implementation.
- Designed and developed a Business Monitoring system (management by exception) which will look for business issues within the enterprise system, as they occur, and will notify the appropriate individual that can act upon that information.

Project Manager, Purchasing Systems (2003 – 2004)

- Organized a Procurement (purchasing) User team for the purpose of analyzing purchasing practices as they related to the ERP system.
- Built the in-house software development team tasked with optimizing purchasing systems.
- Managed and balanced the development team's workload and tracked and the progress of each project.
- Developed the model for what eventually became the company's project management methodology.
- Multi-Vendor Load System – Maximized truckload space when purchasing from multiple vendors.
- USDA Pass Through Value System – Benefiting federal school food programs.

Manager, Systems Quality Assurance (2000 – 2003)

- Initiated and assembled the company's first Systems Quality Assurance Department.
- Unit and system tested all changes to ERP system.
- Implemented automated testing tools and implemented and controlled the company's software release process.
- Tested of all public and private websites for the company.
- Developed User Interface Standards to maintain a consistent look and feel for the entire system.
- Created change management workflow and developed the accompanying system to support the procedures.
- Created and processed Quality Assurance metrics utilizing Crystal Reports and Crystal Reports Server.
- Designed ERP Online Help System (ASP) - A website was custom designed to allow iSeries ERP users to access help content based on the specific screen they were working with.

Manager, Information Technology (IT) (1996 – 2000)

PFG-Milton's a subsidiary of Performance Food Group

- Directed a 24/7 computer center that supported every aspect of PFG's most profitable subsidiary.
- Managed during an aggressive growth period when sales grew from 300M to nearly 500M.
- Created and met IT budgets based on the current and future needs of a quickly growing distribution company.
- Purchased and negotiated all cost relating to computer hardware, maintenance contracts, and hardware supplies.

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- Planned and executed the infrastructure expansion to meet the needs of a sales staff growing from approximately 40 sales representatives to over 80. Expansion included hardware purchases, software installation, and training.
- Trained, maintained, and supported for all software systems including:
 - ERP system
 - FOODSTAR/PC (Sales Representative & Customer remote order entry system)
 - Logistics system (TMS 2000)
- Trained, maintained, configured, and installed all internal computer hardware.

Senior Programmer Analyst (1993 – 1996)

- Started as a junior RPG programmer and was quickly promoted to a key position within the team.
- Implemented ERP systems.
 - Performed functionality gap analyses
 - Determined hardware requirements for new systems
 - Configured and purchased all systems and ordered all peripherals
 - Executed legacy data transfers
 - Developed new applications
 - Installed all software and hardware

Micro-Mini Company, Inc.

Programmer/Technician (1990 – 1993)

- Serviced and supported Data General Midrange Hardware and personal computers for major manufacturers.
- Developed the service and billing system for this company.

Education

University of Richmond

Bachelors in Information Technology Management with a Minor in Business

- Currently pursuing with an anticipated graduation in the spring of 2009.
- Serving on the SGA Board of Directors