

ALLEN J. BOCIAN

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SENIOR PROJECT MANAGER – INFORMATION TECHNOLOGY

Providing strategic direction and visionary technology leadership to drive breakthrough success.

Over 15 years of leadership experience that includes management position with the Oracle Corporation and supervisory roles within HP. Year-over-year success in delivering leading-edge technology products and solutions to Fortune 500 companies within a global environment. Certified Scrum Master; Six Sigma Green Belt; Agile Methodologies Expert; B.Sc. degree.

PROFESSIONAL OVERVIEW

- Strong international background includes managing, training, and coaching cross-functional teams of all sizes.
- Ability to ensure product solutions align with customer needs through extensive analysis, research, and evaluation.
- Manage complex leadership responsibilities, large partners/contracts, and oversee escalations in a timely manner.
- Highly skilled in managing the full cycle of products development, from requirements gathering through deployment.
- Sample representative client list: Ford, GM, Nestle, Hershey Foods, Toyota, LTV Steel, Unum, Wrigley, PepsiCo, Bristol-Myers Squibb, Eastman Chemical, TD Bank, State Farm, T. Rowe Price, Moen, and Health Net.

SELECTED CORE COMPETENCIES

Strategic Planning & Execution ♦ Customer Requirements Analysis ♦ Software Product Development ♦ Business Process Management ♦ Full-Cycle Project Leadership ♦ Full P&L Accountability ♦ Enterprise-Wide Solutions Design Change Management ♦ Program Management ♦ Staff Recruitment & Hiring ♦ Usability Testing ♦ Globalization Product Lifecycle Management ♦ Software Development Lifecycle ♦ Team Leadership ♦ Localization Integrated Product Solutions ♦ ERP Packages ♦ System Implementation & Development ♦ RFPs/RFIs/RFQs

PROFESSIONAL EXPERIENCE

MTD Products – 2015-Present

Senior Project Manager (Contractor)

Hired by MTD Products to manage and oversee the execution of multiple infrastructure and security projects that reduce complexity and define the enterprise IT infrastructure. Report to CIO; manage four main projects at any given time and IT resources, which can range from 10-20 professionals. Facilitate weekly meetings in order to hold staff accountable and gather project status. Work collaboratively with vendors to answer questions and present solutions.

- **Lead platform and software upgrades to manufacturing plants.** Supervised the replacement of outdated hardware and unsupported operating systems and database platforms. Upgraded to latest HighJump software enabling transformation and consolidation of flow of data from plants to corporate through services.
- **Worked with team in overseeing infrastructure changes to acquired company** to bring them into compliance with MTD standards and business requirements.
- **Managed process of selecting a vendor to enable single sign-on (SSO) and authorization** for the integration of legacy applications into Salesforce. Created Request for Quote and acquired future state hardware and software to install and transition toward future goals—currently overseeing user provisioning.
- **Defined co-location and future state data center strategy.** Directed vision and execution of data center strategy to improve security and compliance while reducing risk and complexity. Enabled consolidation and hardware upgrades, as well as mapped out long term goals for enterprise infrastructure to accommodate business objectives.

ORACLE CORPORATION – 2013-2014

Product Lifecycle Management (PLM) Process Manager

Brought into Oracle Retail Global Business Unit to develop integrated Product Lifecycle Management (PLM) solution for divisional use. Directed cross-functional team in delivery of both new and existing products. Monitored budgeting and spending for programs. Oversaw development, execution, and governance of unit processes, including strategy, portfolio, and release management. Implemented release risk management and continuous improvement strategies; assessed impact of process improvements. Defined, tracked, and reported on process compliance and Oracle standards.

(continued)

PROFESSIONAL EXPERIENCE, continued

Set up release strategy and schedule with CTO and VP of Operations, including operational plan, timelines, and resources. Advocated PLM to leaders, including VPs; gained buy-in from leaders for the Global Business Unit's vision.

- **Spearheaded assignment and monitored PLM**, leading 3 large-scale software releases for the Project Management Group. Played instrumental role in reducing 4-year lifecycle to year-to-year release cycle, guiding senior directors from various departments in understanding PLM and its impact on their businesses.
- **Saved Oracle \$500,000 in consulting fees** by replacing with a Big Four Accounting Firm in setting up Product Lifecycle Management vision, strategies, and processes.
- **Received significant award from Oracle** in recognition of "exceptional work" regarding PLM execution.

HEWLETT-PACKARD CORPORATION – 2000-2013

Engineering Program Manager (2004-2013)

Promoted to serve as Program Manager and Technical Marketing Lead for HP Enterprise Software products. Determined feature sets and solution enhancements for HP Output Server product suite, HP International Printing Solution, HP Extreme, and integrated partner content management solutions. Created software requirements documents (SRDs) for each future release. Managed product defect prioritizations and oversaw validity of Quality Control test case matrices, conducting pre-release validation studies to ensure fulfillment of customer needs.

- **Led joint partner solutions that contributed to \$750 million in annual revenues.** Aligned sales through tailoring of strategic marketing initiatives; designed solutions that met complex customer requirements.
- **Hand-selected to drive efforts on HP Extreme product** that was forecasted to become a \$100 million business. Brought team into HP processes and managed technical marketing/presales activities.
- **Worked closely with labs in India and Prague on new product introductions.** Functioned as the Readiness Lead, Program Manager, and Product Owner.
- **Implemented process improvements to the HP software development cycle** and optimized management of the services life cycle (SLC) in a joint effort with marketing, sales, manufacturing, and services.

Central Region Services Manager (2000-2004)

Directed full cycle of projects for the HP Imaging and Printing Group, providing technical leadership and direction for software implementations within Fortune 500 corporations. Led, mentored, and coached cross-functional, cross-organizational teams in the design, development, and delivery of complex software solutions. Created and executed implementation plans for products that included HP Output Server, Web Jetadmin, and Print Server Appliances.

- **Generated higher connect rates to new sales for existing customers.** Developed projects and proposals with customers, demonstrating full understanding of legal and commercial implications.
- **Managed technical design and implementation of software solutions**, creating effective performance, design, utilization, optimization, and implementation strategies.
- **Collaborated with Product Strategy group to create 1-year, 2-year, and 3-year development roadmaps.**

PRIOR POSITIONS:

Principal Consultant, PricewaterhouseCoopers, LLP – Served as a consultant for Fortune 200 engagements. Led integrated teams in proposing scope/direction for the business. Addressed and resolved complex customer issues through leading-edge software solutions. Worked on RFPs to support SAP projects for a major manufacturing company.

Programmer/Analyst – SAP Quality Management Knowledge Lead, Accenture (formerly Andersen Consulting) – Business Process Management Consultant for Fortune 200 manufacturing companies. Led initiatives to improve business workflow processes as well as implementing change management, system design, and SAP integrations.

Consultant, Telemap Corporation – Managed data conversion, migration, and interface testing for an electronics manufacturing finance system. Developed integrations and tests, designed interfaces, and maintained QA.

EDUCATION & CREDENTIALS

Bachelor of Science in Computer Science – OHIO UNIVERSITY, Athens, OH

Certifications & Training: Certified Scrum Master; Six Sigma Green Belt; ITIL Certificate – Hewlett-Packard