MICHAEL R. ROMANIELLO

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CAREER SUMMARY

More than 11 years of SAP experience within the Sales & Distribution (SD); Plant Maintenance & Customer Service (PM/CS); Materials Management (MM); and Production Planning (PP) modules. Rose to the Executive level of a top-tier consulting firm while leading efforts in SAP implementation, divestiture and upgrade projects. Broad industry experience across Industrial Products, Chemicals, Pharmaceuticals, and Food Products industries. Business process expertise in Returns, Repairs, and Refurbishment.

OBJECTIVE

[To Be Completed]

WORK EXPERIENCE

itelligence Group, Atlanta, GA   1/2013 – Present

ⓘ *IDS Scheer Consulting's North American SAP Operations group was acquired by itelligence Group effective 1/16/2013.*

Post go-live System Stabilization

- Act as a key point of contact for issues and questions relating to the Production Planning (PP) module.
- Analyze existing production data issues within the PP module to identify areas for improvement.
- Develop and document data standards to improve ongoing data integrity.
- Counsel end users on proper processing of business-critical transactions including production order processing and confirmations.

SAP Technical Upgrade Project

- Lead SD/MM role on a technical upgrade project for a subsidiary of the State of Georgia.
- Composed and delivered Delta training for SD process areas.
- Completed all supporting SD and MM configuration.
- Provided guidance and validation for all designated process area testing.

SAP Divestiture Project

- Lead SD/MM role on a divestiture project for a Milwaukee, WI based restaurant design and supply company.
- Completed all SD and MM configuration supporting the new organization structure.
- Planned and carried out deep-dive analysis for all affected data objects including Pricing, Materials, Customers, Vendors, Source Lists, and Inforecords along with recommended migration approach.
- Devised the cutover strategy and co-planned migration tasks along with an FI resource.

SAP Application Consultant

- Plan, Design, Test and Implement system enhancements to meet customer needs.
- Lead pre-sales discovery and demo components for Sales & Distribution functions.

IDS Scheer Consulting (a division of Software AG), Alpharetta, GA   1/2010 – 1/2013
Solution Engineer, Account Lead

- Client Account Lead for our largest Managed Services account. I manage most of their projects while ensuring overall customer satisfaction.
- Plan and Conduct detailed Pre-sales discovery sessions and subsequent product demonstrations highlighting Sales and Distribution (SD) capabilities.
- Provide detailed functional input in response to RFPs from prospective customers.
- Lead pre-sales discovery and demo components for Sales & Distribution functions.
- Plan, Design, Test and Implement system enhancements to meet customer needs.

Accenture, Atlanta, GA   4/2006 – 1/2010
SAP Implementation, Major US Food Products Company, Manager Level

- Provide work planning and estimating for Enabling Processes – Incentives, Commissions, Pricing, and Sales Forecasting.
- Lead multi-phased testing effort for [Enabling Processes].

SAP Divestiture Project, Mid-size US Pharmaceutical Company, Manager Level

- Provide labor estimates and detailed Resource Model for a Divestiture project involving SD and FI configuration.
- Leads Finance (FI) and Order to Cash (OTC) teams towards the divestiture of one of the client's large business units including 5 European and 1 Asia-Pac market.
- Directly manages the configuration and custom development (RICEFW) activities of 4 SAP resources and indirectly manages the off-shore activities of 7 off-shore resources.

SAP TECHNICAL UPGRADE v4.6C to v6.0, Mid-size US Pharmaceutical Company, Consultant Level

- Perform unit testing of business processes while collecting necessary documentation for system validation – an FDA requirement in the Pharmaceuticals industry.
- Lead a team to design and modify the HP Output Management System (*'Dazel'*, OMS). Assist in engineering the technical solution and driving the resulting program testing.
- Carry out the normal break-fix analysis for integrated business process testing.
- Coordinate the creation and review of cutover plans for SAP Bolt-ons and Interfaces and provide analysis of draft plans to ensure consistency with overall cutover activities.
- Drive the creation and delivery of Order to Cash (OTC) Delta training materials for SAP ERP 6.0.
- Create and deliver training materials for the overall project overview including the business strategy supporting the decision to perform the technical upgrade to SAP 6.0.

SAP IMPLEMENTATION, Major US Chemical Company, Consultant Level

- Lead in the Gap Analysis and Fit Assessment for several Sales and Distribution (SD) work processes including product distribution (LE) and returns processing.
- Lead in the SAP SD configuration of the Proof of Concept environment.
- Design, develop, implement and track the execution of our Product Test, the culmination of our 18-month engagement involving over 120 testers and over 250 test scripts.

Siemens Energy & Automation, Alpharetta, GA   3/2003 - 4/2006
Business Analyst, SAP Implementation Project

- Led in the definition and modeling of standardized business processes for company-wide Repair, Returns and Refurbishment by conducting cross-divisional workshops.
- Customized SAP Sales & Distribution (SD) and Plant Maintenance & Customer Service (PM/CS) modules to establish new Business Processes or allow for changes to existing ones.
- Implemented standard processes in 7 locations within an aggressive, 2-year schedule.
- Performed intensive end-user training for over 100 employees in 6 unique courses utilizing training material I constructed.
- Extracted detailed business requirements for 4 custom reports, 2 advanced interfaces and numerous forms and translated them into detailed functional specifications.
- Compiled detailed test cases accurately modeling business scenarios and achieved 100% sign-off during user acceptance testing.
- Coordinate the process of Data Migration from critical legacy applications by conducting workshops and performing painstaking database field mapping.

Siemens Energy & Automation, Alpharetta, GA   9/2002 - 2/2003
Siebel System Administrator

- Designed, Created, Tested and Facilitated Enterprise Integration Manager (EIM) jobs for the purpose of importing and exporting Siebel data.
- Performed System Administration tasks including user administration, the creation and maintenance of Pre-Defined Queries, and guaranteeing general interface health.
- Created, Enhanced and Compiled support documentation for the administration of our Siebel 7 environment.

Siemens Energy & Automation, Alpharetta, GA   **6/2001 - 8/2002**
Application Engineer Specialist (Level 2)

- Programmed enhancements, performed corrections, and provided support for a web-based time and expense tracking system developed for internal customers using MS Visual Interdev, MS SQL Server 7/2000, and MS Visual Basic 6.
- Provided internal technical support for my department and assisted with network infrastructure issues.
- Provide support for an electronic document management system from Identitech called FYI.

SAP PROFICIENCY

Platforms

- SAP ECC 6.0
- SAP R/3 4.6c

Modules

- *Enterprise Structure* – Definition and Assignment of SD, LG, MM and PM objects.
- *Sales and Distribution (SD)* – Order Management, Pricing, Billing, Output Control, Listing/Exclusion, Serialization
- *Logistics General (SD-LO)* – Handling Unit Management, Batch Management, Output Control
- *Logistics Execution (SD-LE)* – Shipping (Delivery management), Transportation (Shipment management), Output Control
- *Plant Maintenance and Customer Service (PM/CS)* – Technical Objects (Equipment and Functional Location), Maintenance Plans, Maintenance and Service Processing, Work Centers
- *Materials Management (MM)* – Purchasing (MRP, Subcontracting), Material Movements
- *Production Planning (PP)* – Go-live Support, Master Data Maintenance

EDUCATION

B.B.A., Management Information Systems   **May, 2001**

University of Georgia, Terry College of Business, Athens, Georgia

TRAINING, DESIGNATIONS, AND RECOGNITION

- **SAP Pre-sales Certification**
  2010
- **Certified ARIS Professional (CAP), ARIS Business Designer v7.1**
  Mar, 2010
- **SAP, PartnerEdge, Demo2Win**
  Feb, 2010
- **SAP, PartnerEdge, Discover2Win**
  Feb, 2010
- **Accenture Core Manager School, focusing on identifying and presenting sales opportunities.**
  Mar, 2009
- **Accenture "Celebrating Performance" recognition award for Driving Client Value.**
  Nov, 2007
- **Accenture Project Management School, focusing on Project estimating, work planning and monitoring.**
  Jul, 2007
- **Accenture Core Consultant School, focusing on management of project scope.**
  Oct, 2006
- **Certified Internet Web Professional (CIW) Master Designer.**
  Sep, 2005
- **10-Year Service Recognition Award from Siemens Energy & Automation.**
  Aug, 2005
- **Certificate of Achievement for *Team of the Year, Best Practice Sharing* from Siemens Energy & Automation.**
  2004

- **Siebel Sales Force Automation from Siebel**
  2001
- **Certificate of Initial Mastery from Siemens Energy & Automation.**
  Jun, 1997