

BRIAN CURTISS

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Technology Executive • IT Director • Information Officer • CIO • Vice President • Senior IT Executive

PROFILE

Accomplished team player with extensive experience directing IT operations and ERP systems. Adept at leading complex large-scale projects and re-engineering business processes. Proven ability to achieve major cost savings while improving performance in a complex enterprise. Champions continuous improvement in technology and business processes that offer competitive advantages.

EXPERTISE

Leads and executes planning, configuration, and implementation of all aspects of Enterprise Resource Planning (ERP).

10 years experience with IFS ERP starting with IFS99. Experience with QAD and BAAN ERP. Bachelors of Industrial Engineering.

Plays an active role in enterprise-wide budgeting and sales planning process, and constructs flexible business intelligence systems to continuously measure performance against plan.

Leverages hands-on experience with multiple architectures and systems to design solutions that are robust, efficient, and scalable.

(Continued below)

SELECTED ACCOMPLISHMENTS

- Designed and implemented a low-cost, innovative IFS BI system that enabled \$20M EBITDA growth and 100% revenue growth.
- Improved order accuracy and reduced fines by integrating a unique wireless bar code process to the IFS system.
- Implemented replenishment process changes that reduced inventory 25% while improving delivery performance.
- Designed and delivered a cutting-edge QC system deployed in the US, Europe, Africa, and Asia.
- Implemented continuous process control and preventive maintenance systems at 2 plants, producing \$2m annual savings in operator labor, maintenance cost, and maintenance inventory.

PROFESSIONAL EXPERIENCE

HOPKINS MANUFACTURING, Emporia, KS

2000 - Present

Director of Information Technology (Member of Executive Staff)

Innovative import/distributor and plastics injection molder in the automotive aftermarket. Dominant market share in US snow and ice removal, towing electrical, and RV braking markets. Operations in Kansas, California, Mexico, and China.

- Directed enterprise ERP upgrades and plant-level ERP conversions in US and Mexico.
- Improved inventory accuracy to 98%+ with Bar Code based receiving and material control.
- Saved \$300K on ERP conversions by leading inside teams to do the process redesign and E/T/L.
- Generated \$100K/yr operating cost savings by standardizing software and IT practices.
- Savings in many areas through improving efficiency, implementing converged networking, enabling cross-location IT support, re-negotiating EDI and telephony contracts, and leveraging IT knowledge to extend system lifetimes.

BROWN & WILLIAMSON TOBACCO, Macon, GA

1995 - 2000

Senior Systems Engineer / Primary IT Systems Manager

Third largest tobacco company in the US at \$4B sales. (KOOL, GPC) 1M sq ft facility with extensive automation and robotics.

Operations in Kentucky, Georgia, North Carolina. Subsidiary of British American Tobacco (London).

- Directed IT and Process Control System operations and support in 24x7x365 environment.
- Received extensive training in Business Process Re-engineering, modeling (as-is, to-be), and software lifecycle.
- European secondment (London, 8 months) to develop and implement a project plan and release strategy for BAT initiative to facilitate global communication by standardizing desktop systems.
- Executed numerous \$.5M – \$3M projects in all areas of the business. Projects included QC Y2K upgrade, batch and lot tracking (FDA requirement), global QC system implementation (Germany), shop floor scheduling systems, HR systems, plant floor data collection, and process control integration.

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Career experience prior to 1995 (details on request)

Manager of Information Technology HUBER ENGINEERED MATERIALS. Atlanta, GA
Data Management Specialist CONSERVATION AND SURVEY DIVISION,
University Of Nebraska, Lincoln, NE
Student Research Programmer UNL Industrial&Mgmt Systems Engineering, Lincoln, NE

EDUCATION

MBA courses in Management Accounting and Opportunity Analysis Mercer University, Macon, GA
Bachelor of Science in Industrial and Management Systems Engineering University Of Nebraska, Lincoln, NE

EXPERTISE (Continued)

Experience with BAAN, QAD, and IFS ERP systems. Exposure to SAP through reading and self-study.

Brings focus to all aspects of customer profit and loss.

- Marketing allowances, off invoice discounts, and COGS.
- Developing gross margin and invoiced margin reports by product line.
- Analyze freight cost by customer, product line, and freight class.
- Compute sales commissions and royalties that differ by product line, customer, and rep agency.
- Incorporate cost of payment terms based on cost of capital.
- Generate bottom line profitability by customer and product line.

Familiar with implementation of finance in the ERP environment.

- Determining and setting up posting controls to determine financial 'flow' of manufacturing transactions.
- Reading and discussing financial statements including Balance Sheet and P&L.
- Multi-company consolidation and reporting, GL account mapping.
- Reverse materials flows such as returns and lifts, converting finished goods from one form to another.
- Annual inventories and/or cycle counting.
- DSO, DPO, Inventory Days, and the importance of shortening the cash conversion cycle.
- Standard costing discipline, efficiency, and shop order variances.
- Familiar with bank covenants and coverage ratios.

Networking and systems expertise includes

- Expert at analyzing ERP data with Excel pivot tables and MS Access.
- Local and wide area networks, switches.
- Copper, fiber, and microwave media – redundant networks and media conversion.
- TCP, UDP, SMB, AppleTalk, and SNA protocols.
- Routers (Cisco and Linux-based).
- Firewalls from Cisco and Firebox.
- Most major relational DBMS systems including Oracle, MS SQL, and MySQL.
- MS Windows Server, LINUX, various email systems, and Electronic Data Interchange (EDI).
- Security experience with virus scanning and removal, intrusion detection, and internet use/abuse monitoring.

Works closely with purchasing - quotations, alternate sourcing, volume discounts, strategies for reducing lead time on long lead-time items, MRP buyer messages, and management of expediting and de-expediting.

Assists material control with managing inventory reorder policies and shop order lot size.

Integrates real-time plant floor material control with ERP inventory and WMS to improve accuracy of inventory and shipping.