Paul Kirch, MBA, CPA, PMP
Cloud Strategy using NetSuite, Salesforce and Workday Applications; Oracle R12/Fusion Financials/Supply Chain Consultant on Global implementations
Telephone: 408-316-5899; e-mail: paul_kirch@yahoo.com

Paul Matthew Kirch (telephone: 408-316-5899, e-mail: paul_kirch@yahoo.com)

Paul Kirch specializes in the emerging Cloud Strategy field, using NetSuite, Salesforce and Workday cloud applications, and Oracle R12/Fusion global implementation projects and their use in designing and implementing Shared Service Centers. He is experienced in managing global ERP implementations for Fortune 500 companies and has over twenty-five years' experience in the management, design, delivery, development, sales and implementation of information management systems. He is experienced in the implementation of NetSuite, Salesforce, and Workday in the Cloud; and Oracle R12 and Fusion Financials, Procurement and Supply Chain Applications, Human Resources and Payroll, Oracle Project Billing and Project Costing, as well as in Strategic Planning, Business Process Reengineering (BPR), Activity Based Management (ABM), and all areas of financial systems analysis and design. A Certified Public Accountant (CPA, Maryland, dormant) with an MBA in International Finance, Mr. Kirch speaks fluent Spanish and Portuguese, some French and German, and has worked "in country" in Europe, South America, and the Middle East. He has served as an officer for professional accounting organizations, including the DC Institute of CPAs where he was the Chairman of the Washington, D.C. International Business Committee and the Miami-based Latin American CFO Forum -- which he founded -- composed of 50 CFOs, Controllers and other finance professionals from the Latin American HQers of Fortune 500 companies based in South Florida. While a Practice Manager at Oracle, Mr. Kirch headed project teams composed of 50+ client employees and Oracle consultants with project budgets of $20 million dollars and above and frequently made presentations at industry conferences including Oracle's Applications User Group (OAUG), Oracle Open World (OOW), the Project Management Institute (PMI) Conference, and, now, NetSuite's SuiteWorld. Mr. Kirch has the APICS CSCP (Certified Supply Chain Professional) designation and sits on the Boards of multiple OAUG SIG groups and Oracle Strategy Councils, including the Record to Report/ GL SIG, Multinational and AP SIG, of which he is Chairman, the eB Tax SIG, which he is a former co-Chairs. Mr. Kirch lives in San Francisco, California.

Industry Sector Work Experience:

- Banking and Financial Industry Experience	- Petroleum, Oil & Gas, and Oil Transportation
- High Tech and Software (includes semiconductors and manufacturing)	- Telephony, Telecom, and e-commerce
- Pharmaceuticals and Health Care	- Transportation (Ports and Railroads)
- Retail, Distribution, and Internet e-Business	- Construction and Construction Management

International Work Experience and Work History:

China (PRC)	Germany	Mexico	Netherlands	Switzerland	Israel
United Kingdom	Ireland	France	Brazil	Czech Republic	Taiwan

- Deloitte Digital, Manager, based in San Francisco, CA. March, 2017 - present
- CriticalRiver, Vice President, Cloud ERP (Partnership with Fusion Cloud Consulting), Nov, 2016 – March, 2017
- NetSuite Project Manager/Principal, September, 2014 – November, 2016.
- Fusion Cloud Consulting, Inc. @ Logitech, May, 2013 – September, 2014
- Cognizant Technology Solutions, Director Oracle Fusion & R12 Practice, September, 2012 – May, 2013
- Infosys Technologies Limited, Principal Consultant, Oracle Retail Practice, October, 2010 – September, 2012
- The Hackett Group (HTS), Director, Hackett Technology Solutions, March, 2007 – April, 2009
- Qualcomm, Inc, Senior Manager, Global Supply Chain IT, March, 2006 – March, 2007
- KLA-Tencor, Senior Manager, Finance IT, April, 2003 – December, 2004
- Ariba, Globalization Product Manager for Ariba Buyer and T&E, January, 2000-August, 2001
- Oracle Corporation, Practice Manager, January, 1995 – January, 2000
- Coopers & Lybrand (now IBM Global Services). Manager. January, 1992 – January, 1995
- Arthur Andersen/ Andersen Consulting. (now Accenture). Senior Analyst. May, 1988 - December, 1991

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Project Experience:

- **Deloitte Digital/ Finance Team Lead at Tire Company, based in Bend, Oregon.** (March- Sept., 2017) Team Lead on NetSuite/ Workday project to implement cloud applications at tire Distribution Company. Developed integration, including high level design approach and detailed interface and integration specifications, for employee master, journals, and bonus & deferred compensation processes between NetSuite and Workday.

- **Program/ Project Manager at Quotient Technologies, Mountain View, California.** (November, 2016 – present). Dual role as Program/Project manager on NetSuite, Salesforce, and Workday project to implement cloud applications at ecommerce, online advertising company. Redesigned global Chart of Accounts to take advantage of NetSuite functionality, devised integration architecture, managed NetSuite team of 6 consultants on 8 months' project. Designed approach to Multibook for France, United Kingdom, and India; developed approach for ASC 605/606 Revenue Recognition guidelines, developed project plan, responsible for review and approval of all NetSuite deliverables.

- **NetSuite Principal (Retail Vertical) Consultant @ iHeartMedia, Spotify, Billabong, Stubbs & Wootton and other projects.** (September, 2015 – present). SCIS/SCA. Lead Consultant on various projects in NetSuite Retail Vertical. Deliverables include BRD (Business Requirements Document), Client Company proposed structure, Chart of Accounts, UAT test cases and test plans, and other deliverables related to project execution. Experience in defining and optimizing financial processes, developing custom roles and permissions, creating online stores, integration with various third party applications, such as PayPal, Hyperion, Sales Force, and others, developing test cases and test scripts for UAT testing, data and data conversions. NetSuite Certified Consultant exam passed in October, 2016.

- **NetSuite Principal (Software Vertical) Consultant @ HP Software, Sunnyvale, California and Boston, Massachusetts.** (September, 2014 – September, 2015). Solution Architect and Financials Lead on global implementation of NetSuite Financials at HP Software, as part of global implementation of Cloud solution for HP Enterprise Software Group. Deliverables included Revenue Recognition Templates, Schedules and Accounting, accounting studies and presentations, conceptual approach documents for intercompany process and accounting solution, and other project deliverables. Delivered presentation at NetSuite's SuiteWorld on project implementation approach and solution design aspects of project. Experience with Contract Renewals, Advanced Revenue Recognition, Advanced Financials, Chart of Accounts design, CRM and P2P functionality in NetSuite.

- **FusionCloud Consulting @ Logitech International, Newark, California, Hsinchu, Taiwan and Cork, Ireland.** (May, 2012 – September, 2014). Solution Architect and Co-Financials Lead on global implementation of Oracle 12.2.3, responsible for global implementation of Oracle Tax Management module (eB Tax), for European Union nations (EU) VAT, U.S. Sales & Use Tax, and Asian VAT. Responsibilities included intercompany transactions, including AGIS and Global Payments (AP Payments) module. Also, responsible for Finance Track integration with OTC, including internal banks, AR revenue recognition, including "sell in" and "sell through" models and revenue-recognition triggering events, cash receipts (lockbox and auto cash rule sets), and AR taxes and Multi-Org design. Deliverables included solution design documents, MD050's (functional design documents) and CV040's (conversion documents), tax and intercompany strategy workshops, and intercompany transactions flows document.

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- **Cognizant @ Red Robin Restaurants, Denver, Colorado.** (September, 2012 - May, 2013). Fusion Project oversight on projects at Ford Motor Company, Chick-fil-A, and other accounts. Fusion Financials and Supply Chain Program Manager at Red Robin Restaurants. Developed Fusion "go to market" strategy including base Fusion project deliverables, marketing presentation, Fusion Project methodology and marketing videos in collaboration with Oracle Corporation. Managed Red Robin Fusion Financials portion of project for last six months of project through Financials go live.

- **Infosys @ Pepsi Foods Canada, Toronto, Canada.** (January, 2012 – October, 2012). Program Manager and Solution Architect for Pepsi Foods Canada project. Managed scope, issues resolution, and budget on $5+MM USD strategic project for one of Infosys' top 5 strategic accounts. Project scope included the implementation of the multiple Oracle modules, including Oracle Process Manufacturing, Oracle Retail (Retek), Oracle Channel Revenue Management (OcRM), Oracle Financials and Supply Chain (R12.1.3), with Vertex tax engine. Project received Pepsi's coveted Flash Award for successful delivery of the Design Phase. Project manager for AR activities, including design of DSD (Direct Store Delivery) AR processes, integration with Oracle Channel Revenue Management (OcRM), internal banks and cash receipt classes.

- **Infosys @ Neiman Marcus Group (NMG), Dallas, Texas.** (December, 2010 – January, 2012). Project Manager and Solutions Architect, on project to upgrade NMG from their existing Oracle 11.5.10 applications to Oracle R12 (12.1.3). Functional scope of project included Oracle Financials, Supply Chain, and Human Resources/ Oracle Incentive Compensation (OIC). Sold project to implement the Oracle Projects Suite (Oracle Project Billing, Oracle Project Costing, Oracle Project Management, etc.) Managed team of 15 onshore/onsite functional consultants and approximately 25 offshore developers in 1-year project designed to upgrade NMG's Oracle technology stack, upgrade the NMG Oracle applications, implement Oracle Retail (Retek) expand the functional footprint of NMG's use of Oracle applications by automating the tax determination and calculation process using Oracle eB Tax/ Taxware and the vendor and developer contribution processes, central to the NMG business model.

- **Paul Kirch, Inc. @ Live Nation/ Ticketmaster, Los Angeles, California and Houston, Texas.** (June – December, 2010). Manager/ Functional Track Lead, and Solutions Architect, on project to integrate Ticketmaster systems with Oracle Financials and Projects applications and upgrade the combined company to Oracle R12.0.6. Experience with Oracle 11.5.10 GL, AR, AP, FA, PA, PC, Multi-org and AGIS. Led requirements analysis around tax software vendors (Vertex, Taxware and Sabrix) for LiveNation.
- Team lead activities included scoping, analyzing and developing solution to merge financial and project accounting systems of Ticketmaster to Live Nation in merger of two companies. Developed integration approach, developed merged Chart of Accounts, developed common processes for two companies, and managed deliverables, budget, and hours from initial kickoff to final go live.

- **Paul Kirch, Inc. @ Electronic Arts, Redwood Shores, California.** (March, 2010 – June, 2010). Project Manager/ Functional Track Lead, Accounts Receivable/ Digital Order to Cash (DOTC) during design phase of Oracle R12.06 implementation of Oracle Order Management (OM), Oracle Inventory (INV), and Oracle Accounts Receivables (AR).in $400 million on-line gaming division of major game company. Countries in scope included Sweden, other Nordic countries, U.S. & Canada, Europe and major Asia economies. Solution used Advanced Intercompany System (AGIS) for iinterco invoicing and accounting.
- Responsibilities included: defining and configuring Oracle Accounts Receivables, analyzing current process flows and driving process change to identify Oracle R12 functional gaps. Worked with team of 3 functional consultants and 4 technical consultants to develop RD020s Requirements document, BR100 configuration documents, MD050 for functional gaps, and MD070s for technical design.

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Experience with AIA/SOA/BPEL and iHub architecture and process design. Project merged into larger physical goods Order to Cash Project with new timeline.

- **Paul Kirch, Inc. @ Odebrecht Construction, Inc. and Odebrecht Global Sourcing (Trading Company), São Paulo, Brazil and Miami, Florida.** (October, 2009 – March, 2010). Project Manager/ Functional Track lead on Oracle 12.0.6 implementation of Oracle Advanced Intercompany System (AGIS), General Ledger (GL, including SLA), Accounts Payable (AP), Accounts Receivable (AR), eBTax, Cash Management, and Project Costing/Billing for $78 billion USD Brazilian construction company.

- Responsible for deliverables design and project delivery. Extensive and in-depth experience with U.S. Sales and Use Taxes using Oracle eBusiness tax, SLA Accounting, Period Average Cost (PAC) and Standard Costs, Multi-Org and MOAC and Chart of Accounts design, Intercompany processing, and bank setup using Cash Management. Responsibilities included managing scope and deliverables.

- **Hackett @ ADT, Inc. Division of Tyco International. Miami, Florida and Toronto, Canada.** (September, 2007 – March, 2009). Project Manager/ Functional Track lead on Oracle 11.5.10 implementation of Oracle General Ledger (GL), Markview 170 Systems, and PeopleSoft HR/ Payroll for ADT Canada. Project involved all phases of planning, resourcing, and managing General Ledger migration from JD Edwards to Oracle 11.5.10.2, definition of PeopleSoft application approach and configuration of Oracle AP to accommodate Markview 170 Systems imaging functionality. Developed migration strategy, configured GL, designed Chart of Accounts and GL account mappings, analyzed Canadian localization requirements for implementation in Oracle, implemented 170 Systems Markview., and managed project team.

- **Hackett @ Thomas Weisel Partners, Inc. San Francisco, California and Toronto, Canada.** (November, 2007 – February, 2008). Project Manger/Functional Track Lead on Oracle Release 12.04 implementation of Oracle Advanced Intercompany System (AGIS), General Ledger (GL), Accounts Payable (AP), and Fixed Assets (FA) modules in record-breaking three months to merge financial systems of Toronto-based Westwind Partners and San Francisco-based Thomas Weisel Partners. Project consisted of developing approach to merge financial systems, managing team of 3, change management, Canadian localizations, Oracle Subledger Accounting (SLA) and Advanced Global Intercompany System (GIS) implementation, and Markview 170 Systems implementation. Managed team of 5 resources, including developers, system analysts and accounting staff.

- **Qualcomm, Inc. San Diego, California.** (March, 2006 – March, 2007). Senior Manager, IT Supply Chain, Project Manager on Oracle 11.5.10 P2P (Procurement to Pay and Projects) lead for new implementation of Oracle eCommerce Suite, including Sabrix, Oracle Quality, Purchasing, Project Billing, Project Costing, Advanced Supply Chain Workbench (ASCP), Accounts Payable, iProcurement and iSupplier. Implemented Sabrix with Purchase-to-Pay group, developed interface and drove resolution of integration issues. Managed $15 million total project by redesigning proposed solution, which included adding EDI, reforming the proposed Multi-org approach, reorganizing team and driving team to deliverables and milestone dates. Team composed of 8 consultants and 5 full time employees. Responsible for all aspects of time, deliverables, budget. Re-engineered and streamlined Quality process, and developed new intercompany process.

- **Paul Kirch, Inc. @ NextWave Wireless, San Diego, California** (July, 2005 – March, 2006) Oracle 11.5.10 Projects lead on project to implement Oracle Financials and Projects Suite (Project Costing, Project Billing, Project Foundation) at $500 million funded ASIC-chip manufacturer startup. Responsible for all phases of Project Suite design including POET (project, org, expenditure, and task) definition,

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configuration, and testing. Developed overall project costing, project billing approach for global rollout of Oracle projects, including interface processes to Oracle Accounts Payable, Oracle Purchasing and Oracle Inventory. Responsible for all areas of configuration, conversions and testing strategy.

- **Paul Kirch, Inc. @ Cisco Systems. San Jose, California.** (January 2005 – June, 2005). Senior-level consultant role for 3 months on Sarbanes-Oxley 302 and 404 Compliance for the P2P track, Global Procurement Organization (GPO). Responsible for developing RCTT (Risk Control and Tracking), identifying and documenting processes and financial controls. Also, worked with outside auditors and internal staff to identify testing exceptions and developed remediation plans to address audit findings. Successfully managed Price Waterhouse audit of Sox-related internal control issues.

- **KLA-Tencor. San Jose, California.** (April, 2003 – December, 2004).   Senior Manager, IT Finance, Project manager on project to migrate from Oracle 10.7 and Oracle 11.5.8 to Oracle 11.5.10. Management responsibility including working with KLA-Tencor affiliate offices in Singapore, Taiwan, China, Japan and the European Community and managing a team of 5-10 Oracle consultants (offshore and on-shore) to design and develop migration scripts, perform SAP configuration assignments, implement interface between SAP and Sabrix Tax package, develop project plan, project proposal, and bank interfaces. First global implementation of Sabrix Tax software and Citibank Citibank Global Payments platform. As lead analyst on Sabrix implementation project, responsible for defining rule sets, loading Sales/ Use Tax Rates and VAT tables, defining Sabrix jurisdiction codes to SAP and managing deliverables. Managed KLA-Tencor's SOX 404 SoD compliance projects.

- **Paul Kirch, Inc. @ Cisco Systems. San Jose, California.** (January – April, 2003). Senior-level consultant role for 3 months on CMC/ BV 2.0 project. Tasked with determining flow, accounting for international transactions between Cisco Systems US and international affiliates and with planning for BV 2.0 project, which envisioned moving data servers and inventory ownership from Cisco Systems US to Cisco Systems Netherlands. Developed project plan, investigated issues, and participated in tax minimization strategy formulation with tax department.

- **Paul Kirch, Inc. @ Leroy Merlin. São Paulo, Brazil.** (September – December, 2002). Project lead on gap analysis of Leroy Merlin business practices to Oracle 11i functionality for all Oracle Financials modules (GL, AR, AP, PO, FA, Cash Management, Integrated Receiving, AX, Multi-org) for worldwide rollout of Oracle Financials project. Designed future purchasing processes, identified gaps, estimated organizational impact of Oracle 11i implementation on business for French household consumer-goods company. Tasks included an analysis of Brazilian fiscal requirements and statutory reporting tools, bordero payments process and subsystem interface design.

- **Paul Kirch, Inc. @ General Electric, Aircraft Engines and Power Systems divisions. Queretaro, Mexico and Cincinnati, Ohio.** (March - September, 2002). Program Manager on pilot project for worldwide globalization project. Implemented Oracle 11.03 GL, AR, AP, and FA at GE Aircraft Engines Mexican subsidiary, CIAT, in Queretaro, Mexico. Mexican GAAP to US GAAP adjustments and revaluations, translations and consolidations. Managed team of 3, developed project plan, and defined weekly tasks, set up Primary and MRC SoB. Separately, responsible for advising on GE future Oracle 11i upgrade strategy and migration to a single global instance of Oracle Financial applications. Reduced monthly time to close from 600 hours to 3 hours (GE estimates).

- **Paul Kirch, Inc. @ Silicon Graphics International, Inc. Mountain View, California.** (January – March, 2002). Global Accounting Engine (AX) and Multiple Reporting Currencies (MRC) specialist on 3-month project to review decisions made in GL, AR and AX modules during upgrade from Oracle 10.7 to Oracle

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11i (Oracle 11.5.3/11.5.7) and validate MRC, Manufacturing (including Advanced Pricing and Scheduling APS), and AX setups. Role consisted of project planning, issues management, and troubleshooting setup issues in Oracle 11i and working with SGI functional/technical leads and business process owners to identify corrective options and implement solution.

- **Paul Kirch, Inc. @ Pfizer, Inc. New York, New York.** (October – December, 2001). Manager on 3-month project to migrate to ARISg event management application and implement Oracle Clinical application. Developed communications and education plan for the ARISg project, implemented Clarify for use as an issues tracking/management tool. Developed process flow diagrams for use in validating and re-defining Case Review. Worked with ARISg implementation team to resolve business issues around FDA statutory reports during the ARISg implementation. Managed user acceptance test development and execution. Experience with GMP and FDA 10-Day reporting requirements.

- **Paul Kirch, Inc. @ Club Med, Inc. Paris, France and Rio de Janeiro, Brazil.** (July, 1999- January, 2000). Hands-on Program Manager on Brazilian implementation of Oracle Financials and Distribution modules (version 11.03 during worldwide rollout of Oracle applications. Responsible for all phases of contract negotiation, program management, and implementation for Brazilian rollout of Oracle Financials (Release 11.03) for six months for Club Med in Paris, France and Rio de Janeiro, Brazil. Led client team in analyzing Brazilian localizations against functional requirements and implementing GL, AP, and PO modules with localizations to meet Brazilian statutory ICMS (VAT) tax and legal requirements. Set up Oracle's Global Accounting Engine (AX) for Club Med's Brazilian operations and MRC (Multiple Reporting Currencies) for the Euro, Brazilian Real, and U.S. dollar.

Oracle Consulting Project Experience 1995-2000

- **Comverse Technologies. Tel Aviv, Israel and Boston, Massachusetts.** Hands-on Project Manager on a two-site, trans-Atlantic implementation of the full suite of Oracle Manufacturing and Financial applications (version 11.03) at a $1 billion, Fortune 500 telecommunications company based in the United States with R&D facilities in Israel. Project scope included Israeli localizations (VAT tax, GL Indexation, Multiple Reporting Currencies, Withholding Tax) and Hebrew character set. Managed project team of approximately 50 people. Developed presentations to client management, mentored staff, and managed project execution to completion. Modules implemented included: General Ledger (GL), Accounts Payable (AP), Purchasing (PO), eProcurement, Order Management (OM), WIP, BOM, ENG, Product Configurator, and Advanced Pricing (QP).

- **CSX Corporation. Jacksonville, Florida.** Project Manager and Procurement Track Lead on a project to implement Oracle Financials (version 10.7, GUI) at a $14 billion, Fortune 100 Transportation Company. Managed team of 10 Oracle consultants in 9-month implementation of the full suite of Oracle Financial modules, Oracle HR, Oracle Payroll, as well as Oracle AP, Purchasing, Project Accounting, and EDI Gateway modules, and web applications. As project manager, deliverables included: presentations to management, project plan development, hands-on consulting in AP and PO. Supervised staff of 10 consultants.

- **Unifi, Inc. Greensboro, North Carolina.** Accounts Receivable Functional Track Lead and Manufacturing Team Coordinator on a project to implement Oracle Financials (version 10.5, character) at $1.3 billion textile manufacturer. Project required team to develop separate VAT tax calculator engine to enable Oracle AR to accommodate both sales and VAT taxes simultaneously. Activities included: redesigning all AR-related financial processes, designing custom modifications to Oracle's Account Receivable module, and leading team through AR design workshops. Major outputs included: A/R Oracle setups, "to be" process flow diagrams, training programs, presentations, and design documents.

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- **Seagate Software, Inc. Cupertino, California**. Financial Track lead on a project to implement Oracle Financials (version 10.6, including multi-org functionality) at $300 million Software Company. Project included establishing shared service centers for the client's three geographically dispersed subsidiaries. Activities included: documenting existing process flows, redesigning financial processes and designing "to be" process flows, and leading focus groups in setting system parameters.

- **Pemex Petroquimica. Coatzacoalcos, Mexico**. Led team through the design of a major segment of the General Ledger module for this $5 billion division. Later, managed the integration of a custom-developed billing system to Oracle's Accounts Receivable modules and provided recommendations on financial organizational design during the business process reengineering portion of the project.

Education:

Stanford University, School of Business Administration. Advanced Project Management Course, "Advanced Project Managing: From Vision to Implementation." Initial course completed, 5 courses scheduled for 2014-2015, with 6 modules required.   Executive MBA course, "Global Supply Chain Management," Palo Alto, California. July, 2008

MBA, concentration in International Finance, with heavy emphasis on Accounting, from the George Washington University in Washington, D.C.

BA. In Economics from Dartmouth College in Hanover, New Hampshire. High Honors at graduation.

Certified Public Accountant (CPA), licensed in the State of Maryland. (Currently: inactive)

APICs Certified Supply Chain Professional certification (CSCP), Florida International University, 2007

Post-graduate Certificate in European Union Law and Economics. (Classes included EU tax theory and EU institutions). University of Coimbra, Portugal. Completed Masters-level course with Highest Honors.

Member of Project Management Institute; PMP.Certification, June, 2008. PMP # 538722.

Certified Scrum Master, October, 2015.

Certified Financial Analyst (CFA) in process. Candidate for Level I CFA in December, 2016.

NetSuite Certified Consultant Exam, passed in October, 2016.

Recent Publications and Presentations:
- "HP Case Study, The Global Implementation of NetSuite at HP Software," presentation delivered at SuiteWorld cloud computing conference, on May 5, 2015.
- "A Tale of Two Cities: A Global Implementation of Oracle 12.2.3," presentation at Oracle Open World, September 28-October 5, 2014 in San Francisco, California. Presentation/Whitepaper one of 10 outside presentations to be selected by Oracle for OOW 2014.
- "The Differences in Oracle Intercompany Functionality: Oracle 11i to Oracle R12." Presentation and paper will be delivered at Oracle Applications User Group in Los Vegas, Nevada in April, 2014.
- "Implementing Oracle's eB Tax in a Global Implementation, including Taiwan GUI, China Golden Tax and India TDS." Presentation and paper will be delivered at Oracle Applications User Group in Los Vegas, Nevada in April, 2014.
- "Implementing Oracle Fusion Applications at a Specialty Burger Store: Lessons Learned." Whitepaper and Presentation, delivered at Oracle Collaborate 2013 in Denver, Colorado, April 7-11, 2013.

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- "New Features and Functions in Oracle Fusion Applications Accounts Payable." Whitepaper and Presentation, delivered at Oracle Collaborate 2013 in Denver, Colorado, April 7-11, 2013.
- "Subledger Accounting: Tricks& Tips." White Paper and Presentation, Selected for presentation, OAUG, Las Vegas, Nevada, April, 2010
- "eBusiness Tax: Use Cases" White Paper and Presentation, Selected for presentation, OAUG, Las Vegas, Nevada, April, 2010
- "Shared Services in Oracle Release 12," White Paper delivered at Oracle Open World in San Francisco, California, October 11, 2009
- "Oracle Fusion Applications: An Update." White Paper delivered at Collaborate '09 in Orlando, Florida. May 3-7, 2009.
- "Using Oracle's ASCP Module in the Development of a Successful Global Sourcing Strategy: Presentation and White Paper delivered at Oracle OAUG Collaborate '08 in Denver, Colorado," April, 2008
- "Oracle's Globalization Release 12." Hackett Perspective (White Paper) and Presentation, co-authored with Penny Weller from the Hackett Group and Deborah Hamilton from Oracle Corporation, delivered at OAUG Collaborate '08, Denver, Colorado, April, 2008

Affiliations:

Project Management Institute (PMI) and American Institute of Certified Public Accountants. (AICPA).

Past Committee Chairman of the International Business Committee of the D.C. Institute of CPAs and Chairman OAUG Fusion Council; Founder Latin American CFO Forum, Miami, Florida, currently Board member, Record to Report/GL, Accounts Payable (AP) and Multi-national SIG Groups.

Foreign Languages:

Fluent in Spanish and Portuguese; I am conversational in French and have basic German. I am currently studying Mandarin Chinese.

Paul Kirch

- San Francisco, CA, USA

Contact Information

- paulmkirch@gmail.com (Preferred)
- pkirch@thehackettgroup.com
- pkirch@netsuite.com
- paul_kirch@yahoo.com
- paul.kirch@affiniagroup.com
- paul.kirch@oracle.com
- paul.kirch@pwc.com

- 4083165899 (Preferred)

Summary

Follow me on Twitter at: http://twitter.com/OracleFusionApp Mr. Kirch has twenty five years of experience in the management, design, delivery, development, sales and implementation of finance and supply chain information systems. He has experience in the implementation of Oracle Financials, Manufacturing, Human Resources, and Oracle Distribution modules,as well as in Strategic Planning, Business Process Reengineering (BPR), Activity Based Management (ABM), and all areas of financial analysis and accounting. A Certified Public Accountant (CPA) with an MBA in International Finance, Mr. Kirch speaks fluent Spanish and Portuguese, and conversational French and German, and has worked in Mexico, Europe, Asia, the Middle East, and South America. He has served as an officer on several professional accounting organizations, including the DC Institute of CPAs where he was the Chairman of the International Business Committee and the Miami-based Latin American CFO Forum, which he founded, composed of 100 CFOs, Controllers and other finance professionals from the Latin American headquarters of Fortune 500 companies with regional headquarters in South Florida. While a Practice Manager at Oracle, Mr. Kirch headed project teams composed of 10-20 consultants and client employees and frequently made presentations to management at companies he consulted with and to audiences at Oracle's Applications User Group (OAUG) and Oracle Open World (OOW). Mr. Kirch is currently a candidate for the CFA (Certified Financial Analyst, and on the Chairman of Oracle's Oracle Application User Group (OAUG) AP SIG and Co-Chairman of the eB Tax SIG. Currently, Mr. Kirch is working on a cloud integration project at a Fortune 10 company. Specialties: Oracle R12 and Fusion Financials (GL, AP, PO,

AR, CE, OM, INV, Oracle Workflow), Supply Chain and Distribution modules. Expert with ERP implementation methodologies including Method/1 and Oracle AIM. CPA, MBA and PMP. Candidate for CFA.

Work History

Total Work Experience: 32 years

- **Deloitte Digital, Manager**
  Mar 01, 2017 - No End Date | San Francisco CA. Germany

- **Program/ Project Manager | Quotient Technologies**
  Nov 01, 2016 - No End Date

- **CriticalRiver, Vice President | Cloud ERP**
  Nov 01, 2016 - Mar 01, 2017

- **NetSuite Project Manager/Principal**
  Jan 01, 2014 - Nov 01, 2016

- **NetSuite Principal | HP Software**
  Jan 01, 2014 - Jan 01, 2015 | Boston California United States

- **| Fusion Cloud Consulting, Inc**
  May 01, 2013 - Jan 01, 2014

- **| FusionCloud Consulting @ Logitech International**
  May 01, 2012 - Jan 01, 2014 | Hsinchu California Ireland

- **| Cognizant Technology Solutions**
  Jan 01, 2012 - May 01, 2013

- **| Cognizant @ Red Robin Restaurants**
  Jan 01, 2012 - May 01, 2013

- **Program Manager and Solution Architect | Infosys @ Pepsi Foods Canada**
  Jan 01, 2012 - Oct 01, 2012 | Toronto Canada

- **| Infosys @ Neiman Marcus Group**
  Dec 01, 2010 - Jan 01, 2012

- **Principal Consultant | Infosys Technologies Limited**
  Oct 01, 2010 - Jan 01, 2012

- **| Paul Kirch, Inc**
  Jun 01, 2010 - Dec 01, 2010 | Houston California United States

- **Director | The Hackett Group**
  Mar 01, 2007 - Apr 01, 2009

- **Senior Manager | Qualcomm, Inc**
  Mar 01, 2006 - Mar 01, 2007

- **Senior Manager | KLA-Tencor**
  Apr 01, 2003 - Dec 01, 2004

- **Ariba, Globalization Product Manager**
  Jan 01, 2000 - Jan 01, 2001

- **Practice Manager | Oracle Corporation**
  Jan 01, 1995 - Jan 01, 2000

- **Manager | Coopers & Lybrand**
  Jan 01, 1992 - Jan 01, 1995

- **Senior Analyst | Arthur Andersen/ Andersen Consulting**
  May 01, 1988 - Dec 01, 1991

Education

- **MBA**, No Dates Provided | Stanford University

- **Bachelors**, No Dates Provided | Dartmouth College

Languages

- French,
- German,
- Portuguese,
- Spanish,

Skills

- **amazon web services** | 1yrs | 0
- **complex sales** | 1yrs | 0
- **enterprise integration** | 1yrs | 0
- **javascript** | 1yrs | 0
- **management consulting** | 1yrs | 0
- **process analysis** | 1yrs | 0
- **python** | 1yrs | 0
- **sql** | 1yrs | 0
- **oracle** | 0
- **oracle applications** | 0
- **project management** | 0
- **accounts payable** | 0
- **management** | 0
- **strategy** | 0
- **accounts receivable** | 0
- **business analysis** | 0
- **business intelligence** | 0
- **business process** | 0
- **business process design** | 0
- **business process improvement** | 0
- **business process re-engineering** | 0
- **business transformation** | 0
- **crm** | 0
- **data warehousing** | 0
- **enterprise architecture** | 0
- **enterprise software** | 0
- **erp** | 0
- **integration** | 0
- **it strategy** | 0
- **master data management** | 0
- **obiee** | 0
- **operations management** | 0
- **oracle e-business suite** | 0
- **oracle fusion middleware** | 0

- **oracle hr** | 0
- **oracle r12 financials** | 0
- **order management** | 0
- **order to cash** | 0
- **outsourcing** | 0
- **peoplesoft** | 0
- **pl/sql** | 0
- **project portfolio management** | 0
- **purchase orders** | 0
- **requirements analysis** | 0
- **sap** | 0
- **sap r/3** | 0
- **sdlc** | 0
- **shared services** | 0
- **software project management** | 0
- **solution architecture** | 0
- **supply chain management** | 0
- **windows ce** | 0
- **cloud computing** | 0
- **cpa** | 0
- **financials** | 0
- **oracle project manager** | 0
- **oracle r12 supply chain** | 0
- **pmo** | 0
- **pmp** | 0
- **pre-sales** | 0
- **active listening** | 1yrs
- **agile/scrum** | 1yrs
- **cloud** | 1yrs
- **organized** | 1yrs
- **supply chain**
- **listening**
- **lean**
- **bpel**
- **consulting**
- **ebs**
- **it solutions**
- **latin america**
- **networking**
- **oracle financial**
- **service**
- **six sigma**
- **soa**
- **systems management**
- **tax**

- **espanhol**
- **portugese**

Work Preferences

- Likely to Switch: Most Likely
- Willing to Relocate: No
- Work Authorization:
    - US
- Work Documents:
    - US Citizenship
- Security Clearance: No
- Third Party: No
- Employment Type:
    - Contract - W2
    - Contract to Hire - Independent
    - Contract to Hire - W2
    - Contract - Independent

Profile Sources

- Dice: https://www.dice.com/employer/talent/profile/7c92430fe2f21b8b304105bfd8385a15d273 15f8
- Facebook: http://www.facebook.com/729234039
- FourSquare: https://foursquare.com/user/4387680
- Linkedin: http://www.linkedin.com/in/oraclefusionapps
- BlogSpot: http://godswrath-blogger.blogspot.com
- YouTube: https://www.youtube.com/channel/UCYpWxlICeDz-j_aSvJKjyhw
- Facebook: http://www.facebook.com/paul.kirch
- Flickr: http://flickr.com/people/33355145@N03
- Twitter: https://twitter.com/amor94107
- Linkedin: http://www.linkedin.com/in/paul-kirch-6114047
- Flickr: http://flickr.com/people/paulkirch