Thomas A. Hoffpauir JR

**Fabsysllc.com**

|  |
| --- |
|  |

|  |  |
| --- | --- |
| Executive SummaryAccomplished Sales Professional with engineering, design and programming experience to develop tools and systems for optimal success. Extensive experience in the metal fabrication, electrical and construction industry.Knowledgeable in manufacturing, structural design, building design, building codes, NEC, HVAC design, electrical design and fire systems. Highly skilled with Epicor ERP, AutoCAD, Excel, VBA/VB6, Crystal Reports.  | ContactThomas A. Hoffpauir Jr. (Tommy)12210 E Morgan Dr.Houston, Texas 77065Cell: 423-414-2063E-Mail: tahoffpauir@fabsysllc.com |

# Core Qualifications

|  |  |
| --- | --- |
| * Design Staff Management
 | * CPQ, Configurators
 |
| * Sales Staff Management
 | * Crystal Reports
 |
| * Visual Basic, VBA and VB6 Application development
 | * AutoCAD (including VBA, Script & LISP)
 |
| * HVAC Design, ASHRAEA, IECC
 | * National Electric Code and International Building Code
 |
| * Structural design
 | * T-SQL
 |
| * 42 Years of experience in the manufacture of Steel Plate, Sheet Steel, Structural steel and electrical distribution.
 | * Epicor ERP, Financial Management, Production Management and Materials Management
 |

# Professional Experience

Fabsys, LLC – Houston, TX September 2017 to Present

**Owner**

Consulting Services for building development and fabrication. Epicor/ERP Consulting, CAD services, Configurators, Custom Skids

**FabSysLLC.com**

Excellerate (Faith Technologies), Appleton, WI January 2019 to February 2021

**Product Design Engineer**

* Development of E-House product
* Creation of Configurator for design and quotation of E-Houses

Application Engineer

* Interpretation of customer requirement and generation of proposals and drawings.

Koontz-wagner – Chattanooga, TN May 2014 to June 2018

**Product Manager**

* Develop Product Configurator for Equipment Buildings for Sales Application Engineering and tripled proposal throughput. Standardized proposals and product across three teams.
* Developed ERP (Epicor 10) queries for analysis of job labor and materials.
* Methods of Manufacture (MOMs) for Production Floor
* Developed Business Intelligence Reporting allowing Cash Flow Planning
* Product Design Consulting eliminating over providing and waste
* Generator Enclosure Design and Estimating Methods including Acoustical and Air Management
* Generator Fuel Tanks

Lectrus Corp (Previously Metal Systems, Inc. or MSI) – Chattanooga, TN

**ERP Manager**  September 2009 to May 2014

* Lead the ERP Implementation Team and. successfully installed Epicor ERP System in 4 months from start to Go-Live. Responsibilities afterward include Change Management, Process Management, Training, and Reporting.
* Developed Material and Labor reports for successful reduction of material and labor cost
* Activities focused on streamlining of business functions including Scheduling, Purchasing, Job Entry, Order Entry and Policy and Procedure development, Job Cost Analysis

**Inside Sales Manager**  January 2007 to September 2009

* Lead the inside sales staff for the generation of proposals as well as the development and maintenance of the quotation tools effectively doubling sales in this time period.
* Duties also included the presentation of proposals to customers and interfacing with other departments. Customers include the BIG 5 (Siemens, Eaton, Schneider/Square D, GE, and ABB) as well as other OEMs, EPCs and Integrators. The services quoted included the provision of housing for, and installation of the customer’s electrical equipment as well as integration. Support services include HVAC, fire systems, plumbing, control and power cabling.

**Engineering Manager** April 1987 to January 2007

* Management of the Engineering Department performing the design and development of construction drawings and materials list for the construction of Equipment Buildings, Equipment Skids, Operator Centers, Guard Centers and Electrical Cabinets.
* Development of a Product Configurator using Excel and VBA. Responsibilities branched into estimating for the quoting of complex projects and management and quotation of change orders. Industries serviced include Power Generation, Power Transmission, Aggregates, Transportation, Alternative Power, Medical, and Generator Enclosures. Participated in growing the company in sales from $2MM to $20MM in sales

Tanco Inc. – Houston, TX April 1982 to March 1987

**Production Controller / Drafting Supervisor**

* Development of drawings and design layouts for the manufacture of Electrical Enclosures
* Programming of numerically controlled punch equipment
* Marketing illustrations

Procon Incorporated – Houston, TX December 1980 to March 1982

**Designer II - Mechanical Department (Vessels)**

* Performance of tank and pressure vessel design calculations.
* Drawing of pressure vessels and storage tanks from engineering sketches.
* Review of vendor drawings

Chicago Bridge & Iron – Houston, TX June 1977 to November 1980

**Checker, Designer - Storage Tank Group**

* Drawing, checking and detailing of storage tank components.
* Performance of design calculations

# ERP (Enterprise Resource Management)

Platform – Epicor 9.05 and Epicor 10

Installations – One installation of Epicor 9.05

Modules –

* Sales Module
	+ CRM
	+ Quote Management
	+ Order Management
	+ Customer Management
		- Credit Management
* Material Management
	+ Part Engineering
	+ Part Development
		- Vendor Management
		- Inventory replenishment plans
	+ Inventory
		- Warehouses
		- Warehouse Bins
		- Warehouse Zones
	+ Shipping and Receiving
* Finance
	+ General Ledger
	+ Accounts Payable (AP)
	+ Accounts Receivable (AR)
	+ Cash Management
	+ Asset Management
* Production Module
	+ Resource development
		- Operations
		- Equipment
		- Personnel
	+ Job Entry
	+ MRP
	+ Job Costing
	+ MES (Manufacturing Execution System)
* Tools
	+ User training
	+ BAQs, Business Activity Queries
	+ BPMs, Business Process Management
	+ DMT (Data Migration Tool)
	+ T-SQL
	+ Report customizations and custom report generation
	+ Screen customization
	+ User defined fields

# Education

Cy-Fair High School, Houston, Texas

University of Houston, Houston Texas

Autodidact and training at places of employment.

* CBI – Basic Engineering
* Procon – Basic Engineering.
* Tanco – Programming (Basic and G-Code/CNC)
* Lectrus – AutoCAD, Programming, and Basic Engineering, Epicor ERP
* Lectrus – Electrical / NEC, Electrical Distribution
* KW – Programming, T-SQL

# Links

|  |  |
| --- | --- |
| **LinkedIn** | **FabSysllc.com** |
|  |  |