



DAVID L. BOONE, MSSM, PMP, CBAP

BUSINESS ARCHITECT • DATA SCIENTIST •
PROGRAM MANAGER • SIX SIGMA BLACK BELT
U.S. ARMY AND U.S. MARINE CORPS VETERAN (MAJOR)

SUMMARY

Senior business architect, change agent and program manager with a track record of **maximizing business value** by identifying and implementing **revenue capture and cost reduction** opportunities through proactive leadership, systems management and value engineering approaches supported by **data science and process analytics**.

20+ years of global consulting and operations experience (including **Big-4/KPMG**) employing proven approaches for optimizing business effectiveness while ensuring alignment and support between **strategy, process and technology**.

Best-selling author (In Search of Excellence) **Tom Peters** profiled David in his book **The Tom Peters Seminar** (page 125) because of David's innovative ideas on emerging business organizations.

EDUCATION

Master of Science in Systems Management, University of Southern California. **4.0 GPA**.

Bachelor of Arts in Geography, Texas A&M University System. **3.5 GPA**.

Professional Certifications:

Certified Business Architect (CBA)
Certified Business Analyst (CBAP)
Certified Scrum Master (CSM)
Project Mgmt. Professional (PMP)
Six Sigma Black Belt

EXPERIENCE HIGHLIGHTS

DIRECTOR • INFORMATION SCIENCE / VALU CONSULTING (VALU.CC)

Delivered expert-level business process transformation, information technology and project management services for a wide variety of clients including IBM, Johnson & Johnson, Kraft Foods, Verizon and Walgreens.

PRACTICE AND SERVICE LINE DIRECTOR • THE HACKETT GROUP

Started up a national CRM service line for a NASDAQ-listed company, drove thought leadership activities and led consulting projects for clients including Citibank. Took over a **\$25M P&L** and grew it by **35%** to **\$27M** in one year.

PRACTICE MANAGER, STRATEGY • ORACLE CORPORATION

Led business process transformation and solution architecture projects for some of Oracle's most highly valued clients including Cablevision and General Electric. Managed a service line of 50+ consultants providing Oracle eBusiness Suite CRM, ERP and SCM implementation services.

EXAMPLE PROJECT OUTCOMES

- Identified **\$2.2M** in revenues and cost savings potential at ATCC.
- Captured over **\$20M** in revenue at Swedish Match by integrating sales, territory, demographic & trade data to identify new markets.
- Boosted cash flow by over **\$40M** at an IBM business unit by pushing support requests from the call center to a web portal.
- Drove adoption of Siebel CRM at J&J Ethicon by developing a backlog of user-driven features for priority implementation.
- Defined PMO processes, standards and communications for a global, **55,000+** user SAP implementation at Kraft Foods.
- Saved **\$30M** for Walgreens by designing a marketing analytics system to manage and optimize a **\$400M** advertising spend.
- Cut invoicing costs by nearly **40%** at Cablevision using BPR.
- Slashed order cycle times by **80%** at Teradyne through CPQ.
- Delivered a **200-site** ERP application, custom development, data warehousing and POS program for Marubeni America.
- Reduced the USDA Rural Utilities Services' loan servicing labor costs by **56%** and cut end-to-end cycle times by **55%**.

CASE STUDIES, PORTFOLIO, RESUMES & SKILL SHEETS @ VALU.CC



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