
PROFESSIONAL SUMMARY

Outstanding experience and expertise in the design, implementation and integration of the SAP Logistics system as an integrated business tool.



- Almost 20 years of SAP implementation experience
- Experience in Pharma, Chemical, Discrete-Manufacturing, High-tech, Consumer Products, Capital Equipment and Oil industries.
- Comprehensive implementation experience in all Sales & Distribution (SD) functions, including SD-CAS (Computer Aided Selling) and SD-SIS (Sales Information System).
- Extensive Business-to-SAP migration and SD/MM/PP/FI/CO integration expertise.
- One year SAP AG training program in Walldorf, Germany; five years employed with SAP (South Africa).
- Positions held: SD Team Lead, Integration Team Lead, Senior Sales and Distribution consultant.
- Extremely strong technical, conceptual and problem-solving skills
- Fully proficient in all areas of ABAP/4 development & Data Dictionary (up to ECC 50)

SAP EXPERIENCE

- 10/07– 07/09 **Marsfoods/M&M Mars (Consumer Products), Hackettstown, NJ**
RSSI Subcontractor: *Customer Master Data Team – SAP 4.7 Enterprise*
- Validated project Customer Master Design, resulting in design- and SAP Partner Determination-changes.
 - Developed SD Partner Determination modification to allow country-specific partner procedure determination
 - Data Cleansing Lead: Developed project plan, tools, methods and reporting measures for legacy-systems customer inventory, open orders, disputes & material cleanup.
 - Data Quality Lead: Developed reporting tools & ABAP queries to measure conversion data quality.
 - Defined measures for Data Quality in SAP production data.
 - Supported Data Team Conversion Validation efforts thru ABAP/4 Query reporting & use of transaction MASS.
- 06/07– 08/07 **SONY/BMG Music (Digital Entertainment), Lyndhurst, NJ**
Subcontractor to Illumiti, Inc.: *Sales & Distribution Team – ECC 50*
Sales & Distribution role for phase II implementation of high data-volume interface into SAP.
- Defined new requirements for Phase II optimizations and improvements of custom file load front-end.
 - Developed test scripts for the custom application.
 - Implemented changes to SAP customer master design (defined necessary configuration & conversion steps).
 - Implemented necessary corrections to existing pricing & item category configuration.
- 08/06– 04/07 **CHURCH & DWIGHT (Consumer Products Goods), Princeton, NJ**
Subcontractor to Grom Associates, Inc.: *Sales & Distribution Team – SAP 4.7 Enterprise*
Team lead position for phase II implementation of original Least Cost Sourcing (Transportation Optimization) project completed in 2004 (see further below).
- Produced work estimate and project plan for the implementation effort.
 - Lead workshops to gather phase II business requirements and define scope of implementation.
 - Designed groundbreaking business algorithms for order grouping and truckload optimization with business team.
 - Designed and developed custom tables, SD order processing userexits and VA05 worklists.
 - Coordinated & supported the development of the order grouping utility by subcontracted developer.
 - Unit tested entire development & designed and coordinated system testing by business team.
 - Produced all Requirement, Specification, Unit- & System-Testing and User Instruction documentation.
- 10/05-06/06 **GE WATER TECHNOLOGIES, Inc. (Capital Equipment), Trevose, PA**
Subcontractor to Grom Associates, Inc.: *Sales & Distribution Team – SAP 4.6C (support pack level51)*
Sole implementer of global GE Revenue/Cost Recognition project for make-to-order equipment projects.

- Implemented new SD outbound business flow using SAP's Milestone Billing Plans and service-based revenue recognition using SAP Internal Orders.
- Configured 33 new Revenue-Recognition-relevant item categories with integration into existing Debit, Credit, Return and intercompany transaction processes.
- Implemented Cost Deferral for make-to-stock, 3rd-party and make-to-order transactions via new SD schedule lines movement types, purchasing account assignment groups and Costing Results Analysis configuration (with a key CC Order Settlement userexit).
- Designed and developed custom Cost Recognition transaction to recognize Deferred Costs.
- Developed VOFM data transfer routines, CMOD enhancements, Revenue Recognition Business Transaction Event (BTEs) and CO-PA userexits to satisfy requirements.
- Produced all documentation for requirements definition, business flows, user-instructions, testing and configuration changes.

02/05-09/05 **VEECO, Inc. (High-tech Capital Equipment), Somerset, NJ**

Direct Vendor: Sales & Distribution Team – SAP 4.6C(Support pack 48)

Verification and production support of 11/2004 implementation. Identification of gaps and configuration errors in Revenue Recognition, Billing plans (with down payments), Repairs, Customer Service, Variant Configuration (VC) and Project Systems (PS) implementation.

- Daily on-site support of SD users' activity in a new SAP environment.
- Implemented Pricing Margin Analysis for project systems and VC
- Corrected SD & PP ATP and SAP Storage location design for the production and sale of shared components.
- Extended ATP design to support use of multiple plants and consignment locations in order processing.
- Corrected SD configuration for copy rules, item categories, output, pricing, vertex interface, movement types, rejection reasons, delivery blocks and VA05, VL06O, VL10, VKM* worklist configuration.

08/04-12/0 **CHURCH & DWIGHT (Consumer Products Goods), Princeton, NJ**

Subcontractor to Grom Associates, Inc.: Sales & Distribution Team – SAP 4.7 Enterprise

Least-Cost Sourcing Project: Lead designer of expansion to existing custom enhancement to select SD Order plants by least cost using custom cost components and distribution network information.

- Facilitated the requirements-gathering and prioritization of SD business requirements.
- Lead workshops with key users and documented Requirements, Specifications and Testing design.
- Supported Church & Dwight development team through development and testing phases.

06/98-12/03 **HOFFMANN LA-ROCHE (Pharmaceutical Industry), Nutley, NJ**

Direct Vendor: Order to Cash Team – SAP 3.1H - 4.6C

Initial implementation of Roche US & Canada. Upgrade projects from 31H to 46B and then again to 46C.

- In-house consulting support to project team as well as the complete design, configuration and implementation of key requirements in all areas of SAP-SD (Computer Aided Selling and custom SIS functionality) including extensive user exit developments.
- Post-production support and enhancements in Sales Order Processing, SD availability and SIS.
- Introduction and implementation of new testing design approach.

08/97-06/98 **HEWLETT PACKARD SSG (High Tech Industry), Mountain View, CA**

Independent Contractor: Business Integration Team / Designer and Developer – SAP 3.1H

Phase II Implementation of SD Contract & Invoice processing for HP's Contracts Organization.

- Member of the Business Integration Team which acted as key driver for all Phase II configuration and development design.
- Designed, configured and coded new SAP developments, extensions and modifications.

01/97-07/97 **ANTHRO CORPORATION (Furniture manufacturer), Portland, OR**

Senior Sales & Distribution Consultant / PP Consultant

Implementation of Sales and Distribution Contact Management and PP Production Planning modules.

- Design, configuration and modification of SD Contact Management to satisfy telemarketing requirements.
- Implementation of Production and MRP planning modules.

09/96-11/96 **NETMANAGE (High Tech Industry), Cupertino, CA**

Senior Sales & Distribution Consultant

Sole implementer of all Sales and Distribution functions for this previously paper-based business software company.

- Project planning, coordination, configuration, design and implementation of all SD functions.
- Configuration of all functions of SD order-, delivery- and invoice-processing.

08/96-10/96 **VISIONEER (High Tech Industry), Palo Alto, CA**

Senior Sales & Distribution Consultant

Performed a second phase re-implementation of SD functionality for this high-tech company.

- Re-design of master data integrating with Costing, Financial and Materials Management applications using a changed SAP organizational structure.

03/95-07/96 **IBM PC COMPANY (High Tech Industry), Raleigh, NC**

Senior Consultant, Sales & Distribution Consultant and Data Migration(IT) Team Lead

Supported project management, PWC consulting, SD- and Data Migration-teams for IBM's re-engineering of their PC Retail business from legacy systems to SAP.

- Lead role in SD transaction & SD function, master data & SAP organizational hierarchy design.
- Team lead for Data migration, data conversion testing and data consolidation and cleansing.
- On-site support & training of Price Waterhouse consultants in SAP SD application & best-implementation practices.

04/91-01/95 **SAPSA (SAP Subsidiary), Johannesburg, South Africa**

SAPSA: Senior Sales & Distribution Consultant and Customer Coordinator

- R3 SD Pre-sales, implementation and post-implementation support of SAPSA customers.
- Customer Coordinator for AECI Information services and Hoechst SA.
- SAP Customer training at SAP facilities and customer sites in the SD and ABAP/4 applications.

03/90-03/91 **SAP AG (Software Provider), Walldorf, Germany**

SAP Switzerland: SAP International Trainee

- 1 year SAP Trainee program with introductions to all SAP applications; including SAP Environment and ABAI development environment. Specialization in the configuration of the Sales and Distribution application with additional focus on SAP Logistics as a cohesive, integrated business process.
- Assignments at Hoechst (Frankfurt) and Unilever (Hamburg).

EDUCATION

02/83 -12/87 **University of Port Elizabeth (South Africa) – now “Nelson Mandela Metropolitan University”**

- Bachelors degree in Accounting and Computer Science.
- Honors degree in Computer Science.

REFERENCES

Available upon request.

CONTACT INFORMATION

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