

STEPHEN R. ROBINSON

SUMMARY: Information technology consulting leader & executive with 20 years of experience in the design, development and management of decision support systems and information architectures. Specific expertise in the development and management of profitable consulting service lines including:

- Business Intelligence
- Data Warehousing
- Information Security
- Management reporting & Balanced Scorecards
- Knowledge Management
- Financial planning & budgeting
- Information Portals
- Customer Relationship Measurement

PROFESSIONAL EXPERIENCE:

ASHMEAD SOFTWARE & CONSULTING, Inc. - Philadelphia, PA

PRINCIPAL - Business Intelligence Practice Leader

Responsible for business intelligence practice development, strategic analysis, and engagement management for a national technology strategy and business transformation consultancy. Recent engagements include technology architecture, requirements definition, vendor selection, and program management within the e-commerce, financial services, media, and communications industries.

DLM PARTNERS - Philadelphia, PA

FOUNDER & PRINCIPAL - Technology Practice

Co-founder of a consultancy specializing in information security, knowledge management, and technology architecture.

Co-author of *The Principles and Practice of Information Security: Keeping computers safe from hackers & lawyers.*

Developed the *DLMsm (Digital Liability Management)* methodology for managing the economic and legal risks associated with electronic commerce.

SAP AMERICA - Newtown Square, PA

SOLUTIONS TEAM LEADER - Services Sector

Led a team of consultants devoted to the design of, and sales support for integrated software solutions that support financial planning and reporting, risk management, performance measurement, and customer relationship management.

Designed and developed the SAP role-based Enterprise Information Portals for Financial Services. These template applications accelerate implementation and adoption of portal technology by incorporating standard industry processes and best practices.

ORACLE CONSULTING - Berwyn, PA

PRACTICE DIRECTOR - Financial Services Consulting

Managed a practice that developed integrated business intelligence solutions for Oracle Applications & data warehousing customers. Specific project experience included:

Redesign of financial reporting systems for a money-center bank, resulting in a 30% reduction in operating expenses and enhanced reporting flexibility.

Redesign and replacement of management reporting applications for a merchant bank, resulting in reductions of 50% in cycle time and \$1MM in annual expenses.

ERNST & YOUNG LLP - New York, NY

SENIOR MANAGER - Financial Services Industries Consulting

Specific service focus included:

Financial reporting process design. Analytic applications design and development. Balanced Scorecard design and implementation. Strategic information systems planning. Software selection and systems integration. Data warehousing and OLAP deployment.

Co-author of *The Ernst & Young Guide to Performance Measurement for Financial Institutions*

MARINE MIDLAND BANKS (now HSBC) - New York, NY

VP - Financial Management Information Systems

AVP - Customer Information Systems

FIN. PLANNING MGR. - Corporate Planning

EDUCATION:

SYRACUSE UNIVERSITY

MBA; *concentrations in Finance and Marketing.*

WHARTON SCHOOL OF THE UNIVERSITY OF PENNSYLVANIA

BS in Economics; *minor in Computer Science Engineering.*