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### 3 YEARS - PRINCIPAL, TECHNICAL CONSULTING PRACTICE

Responsible for the creation of Technology Consulting Practice for North America, part of a new global business focused on the Oil and Gas Industry specializing in Infrastructure Services (IS), Information Management (IM) and upstream business workflow optimization. Working in close collaboration with client teams, these consultants have the experience to understand the customer's business requirements and recommend fit-for-purpose IS/IM solutions. Based on experience and understanding of the people, process and technical challenges, these consulting teams steer companies to make informed decisions that align their information systems with their core business goals.

Accountable for the revenue growth and profitability targets, as well as recruiting to build a strong team to support the Practice. Initially, personally involved in the creation of opportunity pipeline and securing business to build critical mass. Subsequently more focused on general management of the business, executive client relationships and management of the consulting human resources.

### 3 YEARS - GLOBAL ACCOUNT MANAGER

Reporting to the Vice President of Sales and Consulting, responsible for all aspects of company activity with a major Oil and Gas account on a global basis. This includes all cycles of business, from pre-sales through delivery and quality assurance. Situated on-site in a trusted advisory role at the client's offices, and working closely with the CIO, his peers and his executive management team. Also charged to be primary orchestrator of relationships with Client executives. Accomplished a growth in business to \$35 million in 2003 while maintaining extremely high customer satisfaction ratings consistently on all engagements across the globe.

### 1 YEAR - PRINCIPAL, OIL/GAS TECHNICAL CONSULTING PRACTICE

In charge of IT Consulting Practice comprised of over 120 consultants focused on energy sector. Responsible executive client management, administration of consulting resources and all service provision operations. Strong emphasis consistently placed on overall profit and loss accountability. Acting as Manager of the Enterprise IT Project Office of a major global oil & gas customer, facilitating the Enterprise IT Portfolio Management, Enterprise IT Project Office Governance, IT Project Management Methodology and IT Project Benefits Realization reporting. In this latter role, generated and delivered consulting engagements in excess of \$8 million annually.

### 1 YEAR - CONSULTING MANAGER

Program Manager responsible for the successful execution of multiple concurrent IT consulting engagements with global customers.

### 1 YEAR - GENERAL MANAGER, INFORMATION TECHNOLOGY AND TELECOMMUNICATIONS STRATEGIC ALLIANCES

Responsible for the negotiation and execution of long term global strategic framework agreements with major IT vendors on behalf of National Oil Company. By consolidating all of the IT/Telecommunications requirements of the Pemex group and negotiating with vendors on a global basis, economies of scale were achieved, operations/transactions were streamlined and the most favorable terms and conditions were established. These long-term, multi-million dollar, strategic framework agreements were executed with major IT/Telecommunications vendors and include hardware, software and services (consulting, outsourcing, e-services).

### 1997 - 1999

ITS, INC. (INTEGRATED TRADE SYSTEMS) A PEMEX SUBSIDIARY: HOUSTON, TX

### GENERAL MANAGER, INFORMATION SERVICES

In charge of corporate technical architecture and IS strategy for all applications, infrastructure, platforms, networks, desktops, telecommunications, computer operations, Internet resources and data management. Responsible for performance of all IS staff, including their hiring, training, development, assignments, goal establishment, etc. This Included creation, negotiation and management of vendor relationships. All was performed in compliance with an ISO-9000 Certified Quality System.

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1995 - 1997

ITS, INC. (INTEGRATED TRADE SYSTEMS) A PEMEX SUBSIDIARY: HOUSTON, TX

INFORMATION SERVICES MANAGER

Responsible for planning, organizing and controlling total enterprise information systems and telecommunications to ensure optimum utilization of technology, and IS personnel, as a strategic competitive advantage. In charge of IS departmental budget and all enterprise technological assets. This encompasses the scope of two previously held positions as well, in addition to Internet, Intranet and Extranet infrastructure and services deployment.

1993 - 1995

ITS, INC. (INTEGRATED TRADE SYSTEMS) A PEMEX SUBSIDIARY: HOUSTON, TX

SPECIAL PROJECTS COORDINATOR

Directed team in charge of Business Process Re-engineering and the deployment of the resulting mission-critical applications in an open client/server environment. Project included systems architecture in a distributed n-tiered fashion as well as migration of legacy systems data with interfaces between heterogeneous environments. Extensive use of JAD/RAD, Entity Relationship Modeling, Function and Process Modeling and other techniques and methodologies was made.

1990 - 1993

PETROLEOS MEXICANOS (PEMEX): HOUSTON, TX

TECHNICAL SUPPORT COORDINATOR

Led unit responsible for evaluating, selecting, deploying, managing and supporting Information Technology. This included software (office productivity, mission-critical, operating systems, database, networking, etc.) and hardware (telecommunications voice and data, PC's, workstations, mid-range computers, etc.).

1986 - 1990

DECOMSI, S.A. DE C.V.: MEXICO CITY, MEXICO

PRESIDENT AND GENERAL DIRECTOR

Founded and presided over consulting firm in the Information Technology arena. Client base included major international corporations such as Xerox, General Motors, and Moore Business Forms.

1984 - 1986

BANCO NACIONAL DE MEXICO (BANAMEX): MEXICO CITY, MEXICO

BANKING INFORMATION TECHNOLOGY PROJECT LEADER

Research and testing of emerging technologies for application to business requirements.

## **EDUCATION**

1983 - 1987

Management Information Systems (minor: Marketing)

Monterrey Technological Institute (Instituto Tecnológico de Estudios Superiores de Monterrey):

Mexico City, Mexico

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## ACHIEVEMENTS

- Founded and, presided over, a successful information technology consulting firm.
- Managed profitable business units for large transnational organizations.
- Managed all aspects of business profitably on a large global oil/gas account
- Led large technology implementation/consulting projects including custom software development.
- Implemented diverse technology ranging from telecommunications, databases and mid-range computers to applications software with the most advanced and leading edge architectures.
- Received "1998 Quality Promoter of the Year" award for contributions to ITS' ISO9000 certified Quality System.
- Wrote monthly column in the Information Systems magazine of large nation-wide bank in Mexico.
- Coordinated diverse project teams motivating and mediating between business and technical groups.
- Analyzed industry trends and, with vision, appropriately recommended the technological direction for the Strategic Information Systems Plans of global corporations.
- Eliminated inefficiencies in operations by approaching them from fresh results-driven perspective.
- Achieved major cost savings by applying technology to business problems reducing expenditures in diverse areas.
- Tailored solutions to business requirements with complete understanding of customers.
- Developed and implemented ten-year Strategic Information Systems Plan for international division of Mexican national Oil Company.
- Founded and presided over the Houston chapter of "Ex-A-Tec", the alumni association of the Monterrey Institute of Technology.