

**Synopsis:**

Gerard JC La Tournerie is an experienced, seasoned, diversified Domestic, International Executive Management Consultant, “Trusted Advisor” to COB, Board Members, C Levels, Stake Holders in Fortune 500, Federal, State, City, Foreign Government Entities in conceptualizing, planning, designing, integrating, funding, coordinating and implementing pre-post M&A’s, Corporate Turn Arounds, Corporate Transformations, Profitability, ROI, ROA, Compliance, Risk Management, Change Management, with a proven track record, history of success working in international, multicultural and multilingual environments in North America, NAFTA, Europe (EU), MEA, SW Asia, SE Asia, Asian Basin, ASIAN.

These assignments have been across a wide, diversified, variety of industries, helping companies utilize OR-Operations Research, Big Data-Statistical Analysis, IT/Telephony, Transformational Enterprise Research, to deliver enhanced Business Value designed to achieve their most challenging business and organizational goals. Transformed companies ranging from fresh startups to one of the top ten corporations in the world. Mr. La Tournerie has proven his ability to identify research, coalesce, mediate, harmonize the varied interests of different divergent groups within enterprises, delivering proven value at all levels from the highest executive echelons to engineering, operations, logistics, JIT fleet management, entities. His diversified hands-on transformation ability is in part a result of the synergy he brings to these diversified assignments.

Mr. La Tournerie has applied and utilized his economics, finance, industrial engineering, international management, cross-cultural training, enterprise architecture, Big Data, Statistics, Demographics, ECRM, Data Mining, Zip-Code Analysis, Household Collapses, Forecasting, Oracle’s LDW, Risk Management PMO consulting experience across divergent industries, corporate enterprises to include IT/Telephony, Financial Services, Transportation, JIT-Supply Chain, Fleet Management,

Mr. La Tournerie researches, teaches and applies his extensive management problem solving, problem resolution knowledge, and has in depth experience teaching PMO, M&A’s, Risk Management, Change Management, Change Control, Compliance enterprise architecture at the Corporate Level, ATT, Bellcore, Telecom Eireann, HK Telecom, ISH Bankie, Istanbul, Turkie, US Federal Gov’t/SOS/USN/NAVSEA levels.

**Competencies:**

- Executive level strategic consulting and business acumen.
- Effective leadership of large teams comprised of members with diverse backgrounds, roles, specializations and skills, including offshore teams.
- Exceptional interpersonal, verbal, written and presentation skills, with the ability to communicate equally well at all levels from the highest executive echelons to engineering tiers.
- Strategic planning. Assessment and analysis of enterprise-level needs, orchestration of, and contribution to, the development and successful execution of long-term enterprise strategies and strategic technology initiatives.
- Alignment of business initiatives and technology adoption and deployment. Creation of solutions risk adverse roadmaps for pragmatic technology adoption. ERM-Enterprise Risk Management. Enterprise Resource Planning (ERP) and technology tracking.
- Development of technology roadmaps in support of business goals and drivers and business transformation.
- Enterprise Architecture, SNA-Systems Network Architecture, Application Architecture, Solution Architecture, Big Data, all aspects including education, application and implementation, at all organizational levels.
- Process definition, application and execution, and measurement and monitoring of progress towards goals.
- Risk Management. Risk ID, Risk Mitigation, Risk Resolution, Change Management, Change Control
- RFI, RFP Proposal Writing for USD\$30.0 M M&I DD/Check Processing SW for MMB, HSBC Banks, USD\$20.0 M TDC/CSEE EZ-Pass Toll Registry HW/SW for NYC/MTA/TBTA Transformation Program, USD\$1.2 B Sale of Fokker Aircraft for CAAV-Civilian Aviation Agency Gov’t Vietnam, USD\$5.0 M for FMS-Fuel Management Systems, Fleet Management Systems, JIT-Logistics for LMC, McKinney, Texas

## Skills Summary:

- Enterprise Architecture, all aspects including Business, application, information and technology architecture domains, Architecture pattern definition, systems integration, data governance, architecture governance, change management, change control, SNA Redundancy, Fault Tolerant Architecture, Capacity Planning, ORACLE-Light Data Warehouse, Big Data, Risk Management, Procurement Planning, JIT-Logistics
- Practical application of system development frameworks and methods such as Sun Microsystems Enterprise Architecture Methodology, Networking The New Enterprise, Managing The New Enterprise,
- Practical application of formal business, process, BPR, QC, quality-oriented theories, Organization Theories, Formal vs. Informal Organizations, PMO disciplines and structural frameworks for IT/Telephony, ATT, Bellcore, Telia of Sweden, HK Telecom, British Telecom, French Telecom, Financial Services, Brokerage, International Banking, Insurance, Transportation, Sea, Land, RR, Air

## PROFESSIONAL EXPERIENCE

### WEXFORD SYSTEMS, LLC.

1986-PRESENT DAY

#### Globewater, AB, Sweden

2004-Present

International Marketing, Sales Negotiating Global Franchise Sales of Sorbus, Ecosoil Patented, TM industrial cleansing methods, procedures Post Sandy, Post Katrina, Proven in the field in Eastern Europe, FSU. Researched, recommended integration of additional Patented, TM passive cleansing processes integrated with current Globewater, AB methods, procedures; GI-Ground Imaging, GPR-Ground Penetrating Radar, GPs 3-D, 256 Color Pallet E-Scale Surface Mapping & Sub-Terranian Mapping, precise GPs of broken, leaky pipes-crude oil, gas, gasoline, diesel, kerosene, jet fuels, naphtha, chemicals, raw sewerage, hurricane regurgitations, water, Heavy Metals. **Program Value USD\$10.0 M.**

#### Bull Creek, 4,500+/- Acres 1<sup>st</sup> Growth Timber, Oil, Gas Wells, Coal Mines, Kentucky

2011- Present

Marketing, Sales Negotiating Domestic, International Sales of Bull Creek Properties Value USD\$10.0 M

#### WMS-Wexford Medical Systems, LLC

2010-2014

Conceptualized, designed HW/SW Apps designs for Cellular Based, Sports Watch WI-FI, Wireless, Blue tooth real time medical monitoring device FOR real time monitoring of 25+ body biological functions, EKG, Diabetes, Blood Pressure, PH Levels, Pre-Post Natal Care, Fetal Care. 11/2011 Formally presented concepts to IDA NYC, IDA Dublin, Ireland, 25+ Irish Institutions, Trinity University, Tyndall University, Cork, Waterford, for JV's, 1<sup>st</sup>, 2<sup>nd</sup> Round Funding for manufacture in Ireland, EU, global distribution.

**A 1.0% sale of the EU's 300.0 M population or 3.0 M sales generates gross revenues of EU 1.380 B.**

#### Ish Bankie Istanbul, Turkie

2007

SME-Advised on standardization and integration of Sheria Laws, EU, US International Bank Compliance, Risk Management, with PRG-Peppers & Rogers Group, Istanbul, Turkie & IBM International for PMO management of **USD\$500.0 M Audit**, Corporate Transformation of Ish Bankie's Marketing, Sales, Data Center Operations, RDBMS-Big Data, ECRM, Data Mining, Zip-Code Analysis, Household Collapses utilizing Oracle's-LDW-Light Data Warehouse HW/SW.

#### Globewater, AB, Sweden

2004-Present

(See above)

#### JPMC-NYC, NJ

2003-2004

SME International Compliance, **USD\$500.0 M Transformation** JPMC Installation of ORACLE-LDW-Light Data Warehouse, Big Data, RDBMS, Statistical Analysis, ECRM, Data Mining, Zip-Code Analysis, Household Collapses, Consolidation of 26+ Legacy GL's from M&A's since 1926, into one centralized Oracle-LDW-RDBMS-

GL. Recommended creation of a "Rules Based RDBMS" for 100% of all domestic and International Compliance for JPMC, FRBNY, SEC, IRS, US Treasury, US State Dept, Commerce Dept, HLS, 200+ Central Banks,

**LMC, LLC. McKinney, Texas**

**2001-2003**

SME-Reported to COB, Vic Lattimore, Transformation of 4<sup>th</sup> Generation #1 Sand & Gravel Mining Operations Texas & Oklahoma. **Installed USD\$500.0 K FMS-Fuel Mgt Systems**, for 100% fully automated JIT-Logistics Supply Chain Scheduling, Management, Accounting of delivery of 35.0+ M gallons of fuel to 55 Plants Texas, OK. JIT FMS immediately **stopped 30% of fuel delivery losses, "shortings" PA valued at USD\$35.0 M, providing a 70:1 ROI**

**Wexford Systems, LLC.**

**1998-2001**

SME-Taught Risk Management, Change Management, PMO Seminars to US DOD/USN/NAVSEA, for the Scheduling, Planning and Management of both US & Foreign shipyards for servicing, scheduled maintenance of US Fleet, Building ships for fleet. Statistically Researched & Determined MTBF, MTTR for the Statistical Forecasting for Scheduled Maintenance of US Fleet requirements for Spare Parts, Replacement Parts Needs which feed into a USN/NAVSEA Logistical Accounting, JIT-Just In Time Supply Chains of Mission Critical Spare Parts,

**ATT-Bellcore Morristown, NJ, Piscataway, NJ, NY, NY, Atlanta, GA, Dublin, Ireland**

**1995-1998**

SME-International Management, International Compliance, PMO, JIT-Supply Chain Logistics. **Managed USD\$30.0 M** Program for the transportation of 100% of all Domestic & International HI-Holiday Inn Facilities Globally. PMO Scheduled, Managed 10 Hi-Holiday Inn Implementation Teams Globally for the up data of their POS-Point of Sale Systems, HW/SW, Printers, UPS Systems, CISCO Routers, CABLETRON HUBS

SME-International Management, International Compliance, PMO for Upgrade of 550 Domestic & 35 International ATT Operations Offices Centers Globally, UPS Systems, CISCO Routers, CABLETRON HUBS

**BAH-Booz Allen & Hamilton, Sydney, Australia**

**1994**

SME International Banking, International Compliance **USD\$500.0 M Transformation** of the Commonwealth Bank from Quasi-Public Bank to Private Sector Bank

**Fokker Aircraft CAAV Vietnam**

**1990-1994**

SME-International Management, International Compliance, PMO for negotiations, pricing, functional requirements, 3<sup>rd</sup> party financing by UPS, FX- Federal Express, Evergreen Air Freight Carriers, via 99+ year leases of duty free shops, restaurants, in 45+ Regional Airports, Hanoi, HCMC/Saigon of Fleet Sales of Fokker F-50's, 70's, 80's, 100's, 120's to CAAV, Lived and worked in Hanoi, Vietnam. **Program valued at USD\$1.2 B**

**NYC/MTA/TBTA**

**1988-1990**

**SME-PMO Raised USD\$20.0 M from NYT/MTA Board** for 100% Transformation, BPR of 55+ year old TBTA's Legacy punched paper tape Toll Registry Systems to state of the art TDC-CSEE-EZ-Pass Toll Registry Systems. Hired, managed 40 external auditors, IT/Telephony SME's, Engineers, Programmers for CAD-CAM designs. PMO utilized PERT, Gantt Charts for PMO replacement, upgrades of 260+ POST Terminals, 260+ Printers, CCTV's for 8 Bridges & 2 Tunnels. TDC-CSEE EZ Pass HW, SW eliminated 100% of 55+ years of "shortings, internal theft acceptance of bogus tokens, coins, slugs

**EZ-Pass Systems recouped 30% losses PA valued at USD\$180.0 M on USD\$600.0 M PA cash receivables; USD\$550.0 M Cost Avoidance in FY-2015.**

**PSE-Pacific Stock Exchange, San Francisco, CA**

**1987-1988**

SME-PMO, Audit & Compliance, PSE was **historically out of proof USD\$92.0 M since 1970**. Reported to Dr. Mann COB, PSE. Discovery Phase, Hired, managed 40+ external auditors, micro-managed audits, reviews, **recouped USD\$91.5 M; left 2 auditors on staff for 2+ years to recoup the remaining USD\$500.0 K.**

**Mid-West Clearing, Chicago Exchange NYC Wall Street Offices**

**1986-1987**

SME-Stress Tested Scripts for Security Pacific SECPACKS Bulk Deposits of Gov't Mortgage Securities

**MMB-HSBC, NY HQ**

**1984-1986**

SME-Audit, Compliance, PMO for RFI, RFP of new replacement of DDA, Check Processing HW/SW for MMB/HSBC.

Selected M&I, Marshall & Isley, Milwaukee, Wisconsin for state of the art, Redundant, Fault Tolerant, Real Time, ZBA-Zero Balance Accounting. ZBA audits revealed that MMB management had not been charging its Prime Corporate, Trust, Private Banking Customers, 1/360% of the Prevailing NYC FRB-Federal Funds Overnight Interest Rates for access to borrow overnight funds to offset their short positions overnight since 1945. **These "opportunity costs" incurred by MMB on behalf of their "best customers", "prime customers" accrued to a rate of USD\$30.0 M PA since 1945 vs., USD\$30.0 M for Stratus HW & M&I SW. Program Valued at USD\$30.0 M, Stratus HW, M&I SW**

**Merrill Lynch NY HQ**

**1983-1984**

SME-SNA, PMO scheduling, planning installation of 17,000+ IBM PC's, Printers, UPS, Routers, Hubs OLP, 85 Broad St.

Wrote White Paper on **EDI Paperless Processing for ML CMA Statement Renditions**, which was, implemented 1987.

**RSB-Roosevelt Savings Bank, Garden City, NY**

**1981-1983**

SME-VP Marketing, Sales, New Technologies Researched, Installed USD\$500.0 K, Lanier Office Automation SNA for HQ, all branches, **USD\$500.0 K** Pitney Bowes Direct Mail Systems for Statement Rendition and Cross Selling of Services. **Direct Mail Cross-Selling by Zip-Code Analysis, Household Collapses, increased IRA's, Keogh's 9.0% PA, eliminated redundant sales efforts**

**Chemical Bank International NY HQ**

**1978-1981**

Deputy to Senior Operations Officer HJ Richardson, SVP, for International Operations, Compliance, standardization of branch network Methods Procedures, WBS for 52 International Branches, 52 Central Banks vis a vis NYHQ, FRBNY

Audited, documented Chemical Banks Asian Branch network, Singapore, Malaysia, HK, New Territories, Philippines. Taiwan, Japan, S. Korea conducted Discovery documenting WBS, Data flow Diagrams, Work Flow Analysis, QC Rates, Error Rates, Statistical Analysis re productivity in preparation for the networking of Digital PDP-1175 Dual RKO Ported Mini Computers running ARBAT FX SW.

**MHT Bank NY HQ**

**1976-1978**

Central OR Engineering Group tasked with BPR, Streamlining Bank Operations, Improving ROI, ROA. Documented, statistically analyzed history of 30.0% PA of all checks processed were RI's-Return Items for Check Processing. Conducted statistical Discovery Analysis of 256+ Metro Branches and their ratio of RI-Return Item Rates, Hi \$ Checks. Identified MHT Metro branches with hi \$ value checks, representing 5.0%-10.0% of check volume, but 90.0% check total \$ Values, capture hi \$ value checks first.

**BN-Burlington Northern RR Minneapolis/St. Paul, Minnesota**

**1974-1976**

Transportation audited BN's & US Federal NRA-National Railway Act procedural policies on Locomotive utilization scheduled maintenance from 24 hours to 20+ years. Recommended installation of Bar-Code Readers HW/SW for implementation of JIT-Inventory Control Supply Chain of Mission critical spare parts from RR replacement parts manufacturers. OR-Conducted historical statistical analysis of daily scheduled, unscheduled maintenance and replacement spare parts required for repairs since 1945 to 1974.

Utilized Statistical Analysis of MTBF-Mean Time between Failure, MTTR-Mean Time to Repair required for each repair order, in addition to the availability of replacement spare parts vs. the total number of Locomotives, RR cars idle due to incomplete inventory of spare parts and properly trained, certified RR mechanics

## EDUCATION:

- Harvard-MIT SNA Architecture Seminar Summer 1983
- Perdue University, International Finance Seminar Chemical Bank International 1978
- NYU-Wagner Graduate School, NY, NY 1973-1974
- Masters International Comparative Management Economics
  - Paid Legal Research Analysis, Internship United Nations Consular Corps, NYC Commission to UN 1973-1974
  - Paid Legal Research Federal VISTA Program 1974
- Austin College, Sherman, Texas 1968-1972
- BA-Economics
  - BA-International Comparative Management
  - Summer 1971 Independent Studies France, French Management, French Manufacturing, French Economics, Gothic Architecture
  - January 1970 Wash DC Studies International Relations, SAIS Johns Hopkins University, Wash, DC
  - January 1971 Internship Texas State House Rep Jake Johnson, Bexar County, Texas Legal Research Issues Before 62<sup>nd</sup> Texas State Legislature

Dual Citizen US/French Carry Both Passports, speak French read Italian, Spanish, German

## PUBLICATIONS:

- 1934 Merchant Marine Act 1970
- Issues Before 62<sup>nd</sup> Texas State Legislature 1971
- Gothic Architecture Summer France 1971
- French Management 3<sup>rd</sup> Republic through 5<sup>th</sup> Republic Summer France 1971
- US Foreign Policy 1900-1970, 1973
- German Management 1918-1945, 1973
- Scandinavian Management, Norway, Sweden, Denmark, Finland, 1973
- Japanese Management 1900-1945, 1974
- Chinese Management 1900-1960, 1974
- Organization Theory: Formal Organization vs. Informal Organization, 1974
- BN-Burlington Northern RR Locomotive Utilization In Compliance with the 1934 NRA-National Railway Act 1974-1976
- MHT Bank Check Processing Reducing Processing Return Items, High Net Worth Checks by 30% 1976-1977
- MHT Bank Use of Demographics, Box Jenkins Statistics, QC Reject Rates, Return Items, PERT, Critical Path to statistically, forecast, determine most efficient means of scheduling, routing, collecting Hi USD\$ Value checks from 256 Metro MHT Branches in NYC-MHT Central Operations 1977-1978
- Chemical Bank International TBDF-Trans Border Data Flows Impact on International Banking 1978-1979
- Chemical Bank Branch Operations, BPR, Data Work Flows, Pert, Critical Path, HW, SW Audits of Singapore, PT Multi Corp, HK, Taiwan, Tokyo, Seoul Branches in preparation for installation of Digital DEC-PDP-1170's
- Chemical Bank International Compliance Officer Standardization of International Compliance Issues for 52 International Branches vis a vis 52 Central Banks, FRBNY, SEC, IRS, US Treasury, Dept of Commerce, State Dept 1978-1981
- RSB-Roosevelt Savings Bank, Cost Benefit Analysis of Installation of HQ, 11 Branch SNA Office Automation Network, Pitney Bowes Direct Mail HW/SW for cross-selling of RSB Financial Services Products 1981-1982
- Merrill Lynch, NY HQ-EDI Paperless Processing of Monthly CMA Statement Renditions 1983-1984
- Merrill Lynch, NY HQ, installed, integrated 550 National 32 International Branches 17,000 IBM PC's, SNA

- **MMB-Marine Midland Bank/HSBC-RFI, RFP for Selection, Implementation of New USD\$30.0 M DDA/Check Processing HW/SW, Utilizing ZBA Accounting recouped MMB-incurred OD's of USD\$30.0 M PA, Program "broke even" 12 months** 1984-1986
- **MWC-Mid West Clearing Stress Testing SEC Packs Speed System for Bulk Deposits of Fannie, Freddie Gov't Mortgage Backed Securities** 1986
- **PSE-Pacific Stock Exchange San Francisco, CA, PMO Audit Process for Recouping USD\$92.0 M Out of Proof Member funds owed PSE, Recouped USD\$92.0 M** 1987-1988
- **NYC/MTA/TBTA-EZ Pass Toll Registry Systems, SNA, Redundant Architecture, USD\$20.0 M, program recouped historical annual losses of USD\$180.0 M PA, 1990, USD\$550.0 M 2015** 1988-1990
- **Represented Fokker Aircraft, LLC, NL for Fleet Sales with CAAV Gov't Vietnam USD\$1.2 B** 1990-1994
- **BAH-Booz Allen & Hamilton, Sydney, Australia, PMO Transformation of Commonwealth Bank** 1994
- **ATT/Bellcore Establish International Call Centers IDA, Ireland, Tax Reduction 35.0% to 10.0%** 1995-1998
- **ATT/Bellcore PMO Management of Global Rollout of HI-POS Reservations Systems USD\$17.0 M**
- **Wexford Systems, LLC taught PMO, Risk Management to US/DOD/USN/NAVSEA Mgt Shipyards** 1998-2001
- **LMC, LLC Researched Installed USD\$500.0 K FMS Fuel Management Systems, eliminated historical fuel theft losses of 30% PA, USD\$30.0 M PA, ROI, ROA 60:1** 2001-2003
- **JPMC PMO Risk Management, Compliance Installation of ORACLE LDW USD\$125.0 M** 2003-2004
- **Globewater, AB Swedish Firm SORBUS, ECOSOIL Patented, TM Cleansing Programs, Designed Global Franchise sales Plan for USD10.0 M** 2004-Present
- **Transformation, Risk Management, Compliance ISH Bankie, Istanbul, Turkie USD\$500.0 M** 2007
- **Designed 25+ function Wi-FI, Wireless, Bluetooth Real time Medical HW/SW, Dublin, Ireland, program valued at EU1.2 B by IDA, Irish Gov't** 2010-2014
- **Designed Angolan Stock Exchange & Angolan Commodities Exchange USD\$120.0 M** 2011-2014