

## **Senior International Management Consulting, SME Risk Mgt, Fraud Analytics, Profiling, Big Data, Data Mining, Corporate Profitability**

- Comfortable dealing with, working with, presenting to, leading C-Level, COB, Board Members in developing short, long term policies, solutions designed to ID, streamline operating costs, taxes, while improving corporate profitability ROI, ROA, Bottom Line returns.
- Risk Management, Change Management, Change Control, Analysis of Pre-Post Mergers & Acquisitions, special attention to Risk ID, Assessment, Mitigation & Resolution.
- **Risk Management Compliance = Corporate Profitability**
- **Developing Risk Management Change Management Case Studies, Cross Industry Executive Level Seminar COB, Board Members, C Levels Cross Industry Stove Pipes.**
- **Utilize client's current internal corporate Risk Management, Change Management issues for development of hands on case study ID, Resolution Plans, Development of Resolutions:**
- **Risk Mgt ID, Risk Mgt Definitions, Risk Mgt Resolution, Risk Mgt Mitigation, Risk Mgt Pricing Cost v Benefit Analysis of Corrective Actions, Opportunity Costs**
- Experienced in ID, determining corporate, Fraud Analytics, ROI, ROA, Profitability, Market Share, Market Penetration, QC, Cost Containment, Cost Reduction, Anti-Fraud Analysis, for large multi-national firms & foreign government entities in over 200+ countries.

## **AREAS OF EXPERTISE**

### **Financial Services**

#### **Consulted to**

- **MHT Bank, NYHQ-** 1976-1978
  - Internal Industrial Engineering Group BPR, Cost Reductions, Cost Avoidance, Operations Research,
  - PERT, Critical Path, Thru Put Analysis of Processing of Large USD\$ Check Deposits within 260+ Metro Branches.
- **Chemical Bank International, NYHQ-** 1978-1981
  - Deputy to Sr. Ops Officer HJ Richardson, SVP for management, standardization BRP of 52 International Branches, Intl Compliance Officer, BPR-Installed DEC-PDP-11/50's running ARBAT FX SW Globally
  - **Audit revealed Chemical Bank International FX Dept was out of proof 92 days-**lead external audit team, that audited, researched, documented, reconciled FX Department over 18+ month period
- **RSB-Roosevelt Savings Bank, Garden City, NY** 1981-1983
  - BPR-Installed USD500.0 K Lanier Office Automation Systems, Managed USD\$1.0 M Marketing Budget, Installed USD600.0 K Direct Mail HW/SW, Automated Direct Mail Campaigns Increased IRA's, Keogth's 9.0% PA respectively
- **Merrill Lynch, NYHQ-SOD-** 1983-1984
  - **Strategic Planning wrote plans for SNA installation, integration of 17,000 IBM PC/XT's, peripherals throughout ML.**

- EDI-Wrote white paper for paperless processing of CMA Statement Renditions at ML, Recommended TRW, Financial Systems of Berkley, CA, EDI-HW/SW
- **MMB-Marine Midland Bank Commercial Wholesale Bank, NYHQ- 1984-1986**
  - Strategic Audits, Planning in Discovery preparation Pre & Post Merger with HSBC
  - Analyzed Need for installation of state of the art DDA, Check Processing HW/SW for MMB. Wrote FRI., RFP, conducted vendor selections recommended MOI, Marshall & Isley, of Milwaukee, Wisconsin, with their ZBA-Zero-Balance Accounting Module
- **MID WEST CLEARING CHICAGO EXCHANGE NY 1986-1987**
  - STRESS TESTED SEC PACKS BULK DEPOSIT OF GOV'T MORTGAGE BACKED SECURITIES, FANNY, FREDDIE
- **PSE-PACIFIC STOCK EXCHANGE, SAN FRANCISCO, CA 1987-1988**
  - PMO-LEAD 40+ EXTERNAL AUDITORS IN RECOUPING USD\$92.0 M OWED PSE BY MEMBER PSE FIRMS
- **Commonwealth Bank, Brisbane, Sydney Australia 1994**
  - BAH-Booz Allen & Hamilton BPR Transformation of Commonwealth Bank from a Governmental Bank to a Private sector bank
- **JPMC-Pre& Post M&A with Bank1One 2003-2004**
  - SME International Compliance Advice on functional design, build of ORACLE LDW-Light Data Warehouse for consolidation of 26+, separate GL's from 26+ M&A's since 1926.
  - Recommended creation of A Rules Based RDBMS within ORACLE LDW for the standardization of Global Management, Administration, Compliance of 200+ JPMC International Branches
- **ISH BANKIE, Istanbul, Turkie 2007**
  - SME Risk Management Change Management, International Compliance for ISH Bankie's USD\$500.0 M Transformation for application & acceptance into EU
- **Angolan Stock Exchange & Commodities Exchange 2010-2014**
  - SME Risk Management Change Management, International Compliance for CMG's design, development of Oracle's LDW-Light Data Warehouse, Big Data, for Rules Based RDBMS, International Compliance, ECRM, Data Mining, Zip-Code Analysis, Household Collapses, Profiling, Marketing, Sales

## Transportation

- **NYC/MTA/TBTA- 1988-1990**
  - Executive Director-Raised USD\$20.0 M & Installed EZ-Pass Toll Registry Systems HW/SW for NYC/MTA/TBTA; eliminated historical losses of 30.0% PA Recouped USD\$180.0 M PA 1990, 2015 Cost Avoidance Value of USD\$500.0 M PA
  - Ex Mgt managed PMO, Planning, Installation of Fiber Backbone, Cat-5 Cabling, Communications Cabinets, UPS for 8 Bridges, 2 Tunnels, 230 POS Terminals, 230 Printers. Open Systems Architecture, Redundant HW/SW Architecture.
  - 1988 Prior to EZ Pass Installation TBTA grossed USD\$600.0 M PA, with a 30% cash loss PA or USD\$180.0 M.
  - Conducted Historical Statistical Analysis Audit of 55+ years of spare parts procurement, identified internal financial losses
  - Since 1990, installation of EZ Pass, eliminated 100% of TBTA 30% Losses PA, recouping USD\$180.0 M, Cost Avoidance in 2013 was USD\$500.0 M PA

- Recommended integrating-JIT-Just In Time Supply Chain, HW/SW RDBMS linked by Bar Code Readers scanning, reading, documenting, real time Date, Time receipt stamping capturing, 100% of loading docks received VAR's spare parts deliveries by JIT Serial Numbers, crediting TBTA's-EZ-Pass Inventory Of Mission Critical Spare Parts
- Transformed TBTA's Total Transparency, Accountability for Daily Cash Receivables, Scheduled Maintenance of EZ- Pass Scheduled Repairs, vs., Asset Management, JIT Inventory Control of Mission Critical Spare Parts

## Fleet Management

### BN-Burlington Northern RR

1974-1976

- **Conducted cost-benefit, procurement scheduling analysis for BN's-COB fleet procurement upgrade to GE-5,000 HP Diesel /Electric Locomotives**
- **Analyzed BN's Planned & Unplanned Fleet Scheduled Maintenance Cycles** as mandated under 1934 Federal NRA-National Railway Act.
- Recommended integrating-JIT-Just In Time Supply Chain, HW/SW RDBMS linked by Bar Code Readers scanning, reading, documenting, real time Date, Time receipt stamping capturing, 100% of loading docks received VAR's spare parts deliveries by JIT Serial Numbers, **crediting** BN's Inventory Of Mission Critical Spare Parts.
- Providing real time, daily, JIT Inventory Control updated reports to COO, CFO, CIO, CEO, CTO, Audit, Compliance, HR, Unions re Scheduling both planned NRA Maintenance and un planned NRA maintenance, along with BN's Union Mechanics, Maintenance Crews along 2,000+ miles of track from Chicago, Ill. Across the NW USA to Seattle, Wa.
- Recommend same real time JIT Bar code-reading process of reading the bar code numbers of "pulled" debiting of mission critical required spare parts from the physical inventory racks, for NRA Scheduled Maintenance and Unscheduled Maintenance Tasks.
- **MTBF-Mean Time Between Failure, Statistical Analysis, of BN's Planned Use vs. BN's Actual statistical use of mission critical spare parts, retained in and supplied by BN's JIT-Supply Chains**
- **MTTR-Mean Time To Repair, Statistical Analysis, of actual time required to actually perform the physical repairs vs. pre determined timed repairs standards**
- **BN Technology Upgrades-Recommended that BN Utilize EZ-Pass Industrial Tags on every piece of BN's rolling stock, so that they can finally track 100% of their entire rolling stock fleet-Locomotives, Tanker Cars for Chemicals, Crude Oil, Gasoline, Diesel Flat Cars for Connexes, Box Cars, Gondola Cars-Sand, Aggregate, Coal, Grains, Chemicals**

## Telecommunications

- **ATT/Bellcore, NY, NY, Morristown, NJ, Piscataway, NJ, Atlanta, GA** **1995-1999**

- Ex Mgt PMO Planned, Scheduled implementation upgrade of all HI-Holiday Inn Reservations Systems POS Terminals, Printers, V/SAT, UPS HW/SW-USD\$17.0 M Program
- Managed 10 International Teams that Upgraded 100% of HI Reservations Globally
- **SUN Microsoft Designed 24 x 7 Help Desk** managing key incidents, reviewing solution options (temporary and long term), for Voda Phone, IT Telephony, Walnut Creek, CA.
- **Networking The New Enterprise**
- Managing the New Enterprise

### **Derived from Corporate Profitability, Corporate Transformations, Strategic Planning**

- Domestic, International Brokerage, Banking, Insurance, Transportation, Medical Devices
- International Management
- **AML**, Anti-Fraud Analysis, Patriot Act, SEC-482, Transfer Pricing, Corporate Governance
- **Basel II, III**, Repatriation of Off-Shore Tax Credits, Pre-Tax, Post-Tax Profits
- Dodd Frank, Volker, Basel III compliance for US compliance change initiatives.
- International Compliance, Taxes, Domestic & International, Repatriation of Off-Shore Taxes & Foreign Tax Credits paid to US firms overseas, prior to Repatriation back the USA. Domestic & International Tax Strategies. ID 26 Intl Tax Havens
- Coordinated Compliance with FRBNY, SEC, IRS, US Treasury, US State Dept, Justice Dept, Homeland Security, FAA & 200+Central Banks
- **Big Data Management**, Data Base Management Tools, Analytical Analysis for Data Mining Data Elements, Trend Analysis, ECRM, CIF, Data Mining, Zip-Code Analysis, Household Collapses, Trend Analysis, Oracle's LDW-Light Data Warehouse
- Box Jenkins Statistical Analysis tools to ID, Quantify, Manage, Control and forecast with a 95% level of confidence "Known & Unknown Risks"
- PR-Peppers & Rogers Group 1:1 Analytics for Marketing, Sales, Modeling, Forecasting
- Association of Bank Data as it relates to Bank Risks, Compliance, ROI, ROA,
- Corporate transformation with emphasis in consolidation, Big Data, Marketing Expenses, Process Improvements increase ROI, ROA, **Risk Mgt = Profitability**
- PMO Management of Risk Assessment Compliance programs, Profitability for Financial Services, Transportation, Medical Devices, IT/Telephony Intl Call Centers
- **Designed Wi-Fi, Wireless, Blue tooth Medical devices HW/SW 5<sup>th</sup> GL Cellular Technologies for real time monitoring of patents' vista signs**, history for pro-active patient care, overall cost reduction to Patient, MD, Hospital Insurance Carriers, Gov't Agencies

- **New Business Development**, Profitability ROI/ROA, Cost Reductions
- **CAP-Corrective Action Plans** based on predefined verification criteria; and analysis regarding incident trends via incident reports
- **ITIL, SLA's, Risk Assessments, Risk Responses, Change Management, Change Control**
- **SUN Microsoft Designed 24 x 7 Help Desk** managing key incidents, reviewing solution options (temporary and long term), for Voda Phone, IT Telephony, Walnut Creek, CA.

Sincerely,

Gerard JC La Tournerie  
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 Waldwick, NJ 07463  
 WEXFORD SYSTEMS, LLC.  
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[www.wexfordsystemsllc.com](http://www.wexfordsystemsllc.com)

201-675-1290

## CHRONOLOGY

### 1974-1976 BN RR, MINNEAPOLIS, ST PAUL MINNESOTA

#### BN-Burlington Northern RR

- **Conducted cost-benefit, procurement scheduling analysis for BN's-COB fleet procurement upgrade to GE-5,000 HP Diesel /Electric Locomotives**
- **Analyzed BN's Planned & Unplanned Fleet Scheduled Maintenance Cycles** as mandated under 1934 Federal NRA-National Railway Act.
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- Internal Industrial Engineering Group BPR, Cost Reductions, Cost Avoidance, Operations Research,
- PERT, Critical Path, Thru Put Analysis of Processing of Large USD\$ Check Deposits within 260+ Metro Branches

#### **1978-1981 CHEMICAL BANK NY HQ INTERNATIONAL**

- Deputy to Sr. Ops Officer HJ Richardson, SVP for management, standardization BRP of 52 International Branches, Intl Compliance Officer, BPR-Installed DEC-PDP-11/50's running ARBAT FX SW Globally
- **Audit revealed Chemical Bank International FX Dept was out of proof 92 days-lead external audit team, that audited, researched, documented, reconciled FX Department over 18+ month period**
- FX out of proof 90 Days lead PMO team that established new FX books and recouped 92 days losses, out of proof
- FX audited branches in Singapore, HK, Taiwan, Tokyo prior to installation of Digital DEC Mini Computers running ARBAT FX SW

#### **1981-1983 RSB-ROOSEVELT SB, GARDEN CITY, NY**

VP Marketing, Sales New Technologies

- BPR-Installed USD500.0 K Lanier Office Automation Systems, Managed USD\$1.0 M Marketing Budget, Installed USD600.0 K Direct Mail HW/SW, Automated Direct Mail Campaigns Increased IRA's, Keogth's 9.0% PA respectively

#### **1983-1984 ML-MERRILL LYNCH, NYHQ**

- **Strategic Planning wrote plans for SNA installation, integration of 17,000 IBM PC/XT's, peripherals throughout ML.**
- **EDI-Wrote white paper for paperless processing of CMA Statement Renditions at ML, Recommended TRW, Financial Systems of Berkley, CA, EDI-HW/SW**

#### **1984-1986 MMB-MARINE MIDLAND BANK-HSBC HONG KONG SHANGHI BANK**

- PRE-POST MERGER-NYC
- M&I SW USD\$30.0 M DDA CHECK PROCESSING SYSTEMS-ZBA Module eliminated historical OD's-Overdrafts since 1945 valued at USD\$30.0 PA, Broke Even in 12 months
- **Strategic Audits, Planning in Discovery preparation Pre & Post Merger with HSBC**

- **Analyzed Need for installation of state of the art DDA, Check Processing HW/SW for MMB. Wrote FRI., RFP, conducted vendor selections recommended MOI, Marshall & Isley, of Milwaukee, Wisconsin, with their ZBA-Zero-Balance Accounting Module**
- **ZBA-Zero Balance Accounting Module designed to eliminate 100% of OD'-On Overnight Funds Borrowed from FRBNY**
- Compliance-Recommended Rules Based RDBMS Repository for storage of all documentation, Domestic & Foreign Compliance Issues for monitoring 200+ foreign branches visa vis 200+ central Banks, and compliance with US Gov't, FRBNY, SEC, IRS, US Treasury, Comptroller of the Currency, US State Dept, US Commerce Dept
- AML, SEC-482, Patriot Act, Basel II, SOX, Repatriation of Off-Shore Tax Credits, Profits

**1986-PRESENT WEXFORD SYSTEMS, LLC.  
SELF-EMPLOYED**

**1986 MID WEST CLEARING CHICAGO EXCHANGE NY**

- STRESS TESTED SEC PACKS BULK DEPOSIT OF GOV'T MORTGAGE BACKED SECURITIES, FANNY, FREDDIE

**1987-1988-PSE-PACIFIC STOCK EXCHANGE, SAN FRANCISCO, CA**

- PMO-LEAD 40+ EXTERNAL AUDITORS IN RECOUPING USD\$92.0 M OWED PSE BY MEMBER PSE FIRMS

**1988-1990-MTA-TBTA-EZ PASS TOLL REGISTRY SYSTEMS**

- 50 YEAR OLD TBTA GROSSED USD\$600.0 M IN CASH PA
- **LOST 30% OF USD\$600.0 M OR USD\$180.0 M PA INTERNAL THEFT, BOGUS COINS, TOKENS, TICKETS**
- PMO RESEARCHED, INTERNATIONAL RFI, RFP FOR EZ PASS TOLL REGISTRY SYSTEMS, IRELAND, UK, SWEDEN, GERMANY, FRANCE, ITALY, SPAIN, HK
- PRESENTED BEFORE MTA BOARD OBTAINED USD\$20.0 M FUNDING FOR PROCUREMENT, INSTALLATION OF EZ PASS, TRS HW/SW, FIBER BACKBONE CAMPUS 8 BRIDGES 2 TUNNELS TBTA HQ, MTA HQ, 256 POS TERMINALS. 256 RECEIPT PRINTERS, CCTV'S,
- **EZ PASS SYSTEM ELIMINATED 100% OF INTERNAL, EXTERNAL THEFT, RECOUPING USD\$180.0 M PA IN 1990, THIS REPRESENTS A COST AVOIDANCE OF USD\$500.0 M 2015**

**1990-1994 FOKKER AIRCRAFT VIETNAM**

- REPRESENTED FOKKER AIRCRAFT IN VIETNAM WITH CAAV-CIVILIAN AVIATION AGENCY VIETNAM, FOR SALE OF FLEET OF FOKKER F 50'S
- LINED UP 3<sup>RD</sup> PARTY JV INVESTORS

**1994-1995 BAH-BOOZ ALLEN & HAMILTON AUSTRALIA**

- PMO, SME INTERNATIONAL COMPLIANCE FOR TRANSFORMATION THE COMMONWEALTH BANK FROM QUASI PUBLIC SECTOR TO PRIVATE SECTOR MODEL
- Program valued at USD\$1.2 B

**1995-1999 ATT-BELLCORE**

- INTERNATIONAL CALL CENTERS, JV WITH TELIA OF SWEDEN, IDA IRELAND

- SALE OF ATT-BELLCORE CALL CENTERS HW/SW WAS BASED UPON IRISH, IDA TAX CREDITS OFFERED BY IDA FOR INCORPORATION & ESTABLISHMENT OF 4 MAJOR CALL CENTERS IN IRELAND,
- REDUCING CLIENT CORP TAXES FROM 35.0% PA TO 10.0% CORPORATE TAXES PA
- HI-HOLIDAY INN INTERNATIONAL PMO INSTALLED, UPGRADED 100% OF ALL DOMESTIC, INTERNATIONAL HI RESERVATION SYSTEMS, POS TERMINAL PRINTERS, V/CAT, UPS

#### **1999-2001 US DOD/USN/NAVSEA**

- TAUGHT PMO, SCHEDULING, RISK MANAGEMENT, CHANGE MANAGEMENT, TO US DOD/USN/NAVSEA FOR PMO, SCHEDULING, MANAGEMENT OF US & FOREIGN SHIPYARDS, SERVICING US FLEET
- UTILIZING PERT, CRITICAL PATH, STATISTICS, BOX JENKINS, MTBF, MTTR, FORECASTING STAFF TO WORK RATIO'S, LINE BALANCING, JIT INVENTORY CONTROL, ASSET MANAGEMENT, COST ACCOUNTING

#### **2001-2003 LMC, LLC-LATTIMORE MATERIALS, MCKINNEY, TEXAS**

- LMC LARGEST SAND, GRAVEL, CEMENT FIRM IN TEXAS, OK
- FMS-FUEL MANAGEMENT-INSTALLED USD\$500.0 K FMS SYSTEM TO MONITOR 20.0 M GALLONS OF DIESEL FUELS, GASOLINE UTILIZED PA FOR FLEET PF 5,000 TRACTOR TRAILERS
- FMS HW/SW ELIMINATED HISTORICAL 30% FUEL DELIVERY "SHORTINGS" OF FUELS DURING DELIVERIES & INTERNAL THEFT
- FMS HW/SW SAVED 30% OF 20.0 M gallons of fuel deliveries @ USD\$3.00 per gallon = 6.0 M gallons of fuels x USD\$18.0 M PA Savings Cost Avoidance
- FMS, GPS-FLEET MANAGEMENT SYSTEMS

#### **2003-2004 JPMC PRE-POST M&A WITH BANK1ONE**

- SME INTERNATIONAL COMPLIANCE OFFICER, RISK MANAGEMENT, FOR ORACLE LDW PROGRAM FOR THE CONSOLIDATION OF 26 GL'S INTO ONE CENTRALIZED GL
- **ZBA-Zero Balance Accounting Module designed to eliminate 100% of OD'-On Overnight Funds Borrowed from FRBNY**
- Compliance-Recommended Rules Based RDBMS Repository for storage of all documentation, Domestic & Foreign Compliance Issues for monitoring 200+ foreign branches visa vis 200+ central Banks, and compliance with US Gov't, FRBNY, SEC, IRS, US Treasury, Comptroller of the Currency, US State Dept, US Commerce Dept
- AML, SEC-482, Patriot Act, Basel II, SOX, Repatriation of Off-Shore Tax Credits, Profits

#### **2007 ISH BANKIE, Istanbul Turkie**

- SME INTERNATIONAL COMPLIANCE OFFICER, RISK MANAGEMENT advised ISH Bankie on standardization, integration of International Financial Bank Compliance for Sheria Laws, EU , EU Banking Laws

#### **2010-2014 Angolan Stock Exchange**

- SME Wrote Strategic International Risk Management Plan for installation of State of The Art USD\$120.0 M ORACLE LDW, Big Data, RDBMS, Rules Based Compliance for Gov't of Angola

## 2011-2014

### Medical Health Care Devices

#### Wexford's Wireless, WI-FI, Blue tooth, Medical HW/SW Apps Devices

- Designed Wireless, Blue tooth, WI-Fi HW, SW to remotely monitor 24 x 7, transmit to Primary Care MD, EMS, Hospital, Insurance Carriers, EU Gov't Agencies
- A patient's health EKG, Blood Pressure, Body Temperature, Perspiration Rates, PH Levels in Males Urine for Pre-Prostate Cancer warning signs, PH levels in Females urine for Pre-Post Prenatal Care, Health of Fetus
- Wexford's HW/SW Apps would allow Hospitals Management & MD's to revamp their ward management protocols, procedures by utilizing real time patient statistics PERT, Critical Path process to ID in real time the most needy and "At Risk" partners in ICU, Wards and schedule direct MD's, PA's, RN's to their immediate care
- Wexford's HW/SW Apps would allow hospitals to discharge patients utilizing the real time monitors for recuperation at step down units and at home with support from visiting nurses
- **Capitation**-The Average MD capitations 6,500 patients PA;
- Wexford's HW/SW allows an MD to double their capitation to 13,000+ PA by utilizing Wexford's HW/SW, Apps, hiring 10 Visiting Nurses, paying then 50% of the Insurance reimbursement
- COB of a US Insurance Carrier, endorsed the program, said that this EDI-Paperless Processing Medical Business Model would reduce his paper claims processing, operating costs by 30.0% PA
- Wexford Systems analysis of EU Sales were 1.0% of the EU's population or EU1.2 B
- IDA-Irish Govt's analysis of Wexford's Medical HW/SW B Model forecast 210-3-2013 projected EU Sales at 75.0% of the entire EU Population

## 2011 Present

### Sweden-Globewater Sorbus, Ecosoil

- Swedish Patented, TM Green Industrial Cleansing Processes designed for Post Katrina, Post Sandy Industrial Waste Clean Ups designed, certified to Meet EPA Mandated Clean Ups.
- Precise in the field mapping utilizing GI-Ground Imaging & GPs for Latitudinal & Longitudinal documentation of subterranean leaks of subterranean oil, gasoline fuel tanks, broken oil, gas, water, sewerage, industrial pipe leaks. GI, GPs allows for precise, rapid identification and reparation of these hazardous, harmful subterranean leaks, poolings
- Coordinating the Marketing Sales of World Wide Franchises

## 2011-Present

### Young Family Trust Bull Creek

- Negotiating sales of Young Family Trust Bull Creek Oil, Gas, Coal Mine Operations, Timber, Winchester, Kentucky, to Houston, Texas Energy Group