

Professional Qualifications

Experienced multi-disciplined management consultant with a 20+ year career in the areas of Finance and Operations, Strategic Planning, Customer Relations, and Information Technology for Fortune 500, startup, and non-profit enterprises.

- **Information Technology Management** | ; IT Program & Project Manager who successfully delivered large strategic IT initiatives for Fortune 500 enterprises; skilled in leading technical and business teams through design discussions/options based on project drivers and risk based decision making; governance specialist who delivered IT/PMO governance, standards, policies, and processes; technical and domain architecture generalist with a working knowledge of multi-tiered architectures and development protocols
- **Finance/Operations Management** | Senior Financial/Operational Manager for medium sized, start-up, and non-profit enterprises with Profit & Loss and day-to-day operational management responsibility; solid background in accounting, job/product/project costing and pricing, financial planning and analysis, financial re-structuring, and enterprise/project budgeting and forecasting.
- **Strategic Management** | Business Architect who (re) engineered front-office/back-office business operations for Fortune 500, start-ups, and non-profits; Strategist with special expertise in conceptualizing new initiatives; skilled in preparing business cases, business plans, scenario-based alternatives, and long-term development plans
- **Customer Relations Management** | Experienced liaison between business, vendor, and IT internal/external enterprise functionalities; skilled in synthesizing and formulating client requirements and developing practical solutions for strategic challenges, with a focus on end-user/client product acceptance and satisfaction

Experience

Management Consultant 1989-Present

Strategic consultant providing subject matter expertise and/or interim management to clients to advance internal operations and/or complex projects for a broad sector of industries.

- Executed large/complex application development programs/projects (\$15 MM+) with cross-organizational matrixed staff (85+), multiple executive stakeholders, third party vendors, the re-engineering of business processes, and the integration of architecturally diverse technologies. Managed/controlled all program/project activities related to scope, schedule, staffing, budget/funding, testing, risk/issue and change management
- Formulated, customized, and institutionalized IT Governance (CMMI/3) for Fortune 500 PMO departments including SDLC, PMBOK, COBIT, RUP, and EVM standards and processes
- Managed day-to-day (financial) operations (\$ 20MM+), including accounting, budgeting, multi-year forecasting, P & L, financial restructuring, HR, and investor relations for start-up and non-profit organizations
- Analyzed and (re)-engineered business operations and core business processes for Fortune 500, small business, and non profit enterprises, including operational M&A due diligence reviews and workflow design
- Advanced business strategies and operations through the formulation of long term strategic plans, product/concept introduction strategies, policy statements, marketing/sales plans, branding and messaging strategies, business cases, business plans, RFP's, RFQ's, RFI's, Statement of Works, and vendor contracts
- Guided and advanced the start-up of multiple new ventures through interim management, the development of business plans, and representation to potential investors and strategic partners

Selected accomplishments | 2000/2012

California Hot Springs Bottling Co. | The Art Ranch (Non profit startup) 2011. Developed the strategic impact investment business model through a "for profit"/non-profit partnership, with a special focus on sustainability and carbon footprint. Created the business plan (narrative/financial) including Statement of Need, HR requirements, funding strategy, marketing strategy, competitive analysis, capital budget, and multi-year financial forecast.

Pacific Gas & Electric | 2007/2010. Successfully delivered multiple projects to advance the energy procurement division and the internal adaption of IT governance standards and processes.

- Developed, and institutionalized PG&E's PMO governance web portal (3000+ pages), implementing all PMO policies, procedures, and standards according to CMMI/3, and trained and coached IT staff and management
- Managed the startup, planning/requirements phases for the ISO Integration Program consisting of 3 projects aimed at streamlining Energy Procurement Front Office operations.. Build the team and delivered budget, scope, governance, timelines, and requirements; Budget \$8.5 MM, Staff 45
- Managed and delivered 15 complex Back-Office transaction settlement application development projects as part of the mandated statewide CA-ISO MRTU initiative. Budget \$15 MM+, Staff 85 - 100
- Delivered the Disaster Recovery & Business Continuity application development project, and successfully implemented the Energy Procurement's Division's first DR Exercise. Budget \$2.4 MM, Staff 35
- Developed the five year strategic plan, road map, and financial forecast for a \$26MM Business/IT re-engineering initiative to establish a common business/IT platform for the \$6B Energy Procurement Division
- Turned around troubled Billing Compliance application development project, as part of CPUC regulatory filing. Budget \$1.2MM, Staff 10

Wells Fargo Bank | 2006. Managed 5 cross organizational project teams and delivered the Single-Sign-On project integrating and facilitating the customer sign-in for three wellsfargo.com web portals (Wholesale, Retail, and Private banking). Budget \$4.2 MM, Staff 45

Barclays Global Investors | 2006. Managed/delivered Version 2.0 of www.BGlcash.com. The web portal served 200+ institutional/government clients with \$10B in annual transactions. Ver. 2.0 added client buy/sell functionality and real time monthly statement information. Budget \$1.2 MM, Staff 10

California State Automobile Association | 2004/2005. Managed a team of 15 Business Analysts and coordinated the re-engineering of 135+ auto-insurance business processes as part of a strategic \$550 MM Enterprise Transformation initiative;. Delivered detailed business and system requirements including the workflow and data integration of 5 subsidiaries, 10 third party vendors, 3 State agencies, and 40+ legacy customer information databases. Budget \$ 2.2 MM, Staff 15

Consulate General of the Netherlands | CIO, Program Director | 2001/2004. Netherlands-American Commerce Network (non-profit). Established a bi-lateral international trade organization (sponsored by the Dutch Government) to promote and enhance international trade between the Netherlands and the US. Teamed with the Consul General and Dutch government ministers to establish inter-organizational goals, objectives, and organizational and technical requirements. Liaised with the US/Dutch trade, technology, science, and cultural agencies to establish a common business protocol for assisting business enterprises. Created an business portal providing bi-lateral country/business information. Championed the initiative with Chambers of Commerce, Trade Shows, Congressional, State, and Local political representatives. Budget: \$4.8MM, Staff 15

Jack D. Vrins

Walnut Creek, CA 94598 • 925.938.5225 • jack.vrins@live.com • www.vrinsconsulting.net • skype | jackvrins

Additional accomplishments | 1990/2006

3D Power Communications Inc. (start-up CFO/COO)	Start-up business engineering and operational management 3D video production company. Prepared business plan, organizational structure, and financial forecast. Represented company with Venture Capitalists, potential strategic partners, and secured initial contracts with Mercedes Benz, Six Flags, and Disney
Artist Pro Inc. — DBA the Recording Industry Source Book (Turn-around CFO/COO)	Managed all Operational, IT, and Finance functions. Reduced financial commitments by 80% and re-structured the B/S. Introduced new sales channels and expanded into the European market. Positioned the company for acquisition with SPIN magazine valued at \$17 MM.
Bank of America (Project Manager)	Managed system integration, system/data security as part of the merger with Security Pacific NB, Budget \$3.5MM, Staff 25
Blue Shield of California (Dept Manager)	Established and managed new Product Costing/Pricing department
California Independent System Operator	Turned-around Congestion Revenue Rights (energy derivatives) project
California State Automobile Association	Re-engineered the Remittance Processing department
Charles Schwab (Project Manager)	Developed/implemented QA standards, Staff 12, Budget \$1.5MM
Haight Ashbury Free Medical Clinics	Board Member, Strategic planning Finance, Development, and IT
Robert Half International (Project Manager)	Managed the Master Project Schedule for \$120 MM MJ+ Enterprise Transformation initiative; Formulated and implemented critical IT PMO Governance processes
Visa International Inc.	Developed/implemented enterprise IT hardware standards/policies, and PMO governance
Wells Fargo Bank (multiple engagements)	Prepared the RFP for outsourcing telecommunication division, the division's due diligence report for the merger with Norwest; and the Y2K Business Continuity and Disaster Recovery Plan

Employment history

Vrins Inc., Management Consultant, 1989/present
Ernst & Young LLC, Senior Supervisory Consultant, 1987/89
Federal Reserve Bank of San Francisco, Senior Financial Analyst, 1984/87

Personal

- Hands-on, "roll-up your sleeves" team leader with a passion for building and coaching high performance teams
- Comfortable public speaker with demonstrated ability to deliver charismatic and compelling presentations
- International background: Bi-lingual Dutch/English, Intermediate French, Basic German

Education

- **MBA** Finance, University of San Francisco
- **BA** Business Economics, Macro Economics, University of California – Santa Barbara
- Certificates in: Banking Analysis, Asset-Liability Management, and Real Estate Appraisal