

Industry	Client	Project Type
Aerospace	Boeing – Huntington Beach Boeing – Seattle Lockheed Martin, CA Rockwell, CA	Project Mgmt – WBS Fin. Gen'l Architecture P&L Various
Banking / Financial	Citibank, NYC Charles Schwab, CA Countrywide, CA KeyCorp, OH AT&T Universal Card, FL SunAmerica, CA Glendale Federal, CA Banamex, Mexico City Citibank, LIC	International Cash Mgmt ABC Financial General General Various Various Financial Gen'l Architecture Gen'l Architecture
Chemical	Vista Chemical, Houston Shell Services, TX	Various Financial Gen'l Web
Communications	Sprint PCS Bell South Cellular, Atlanta Pacific Bell, CA	Billing Metrics General Operator Performance

	Norstan, MN AT&T Transtech, FL SBC, CA	General HR Staffing & Financial Gen'l Architecture
CPG	CPC, NJ Philip Morris USA, NYC CocaCola, GA Clorox, CA Dr. Pepper, TX	Sales & Distribution Sales & Mkt Share Various Mktg. Sales Various
Distribution	CHS/Merisel FL Sealand, NC CocaCola Enterprises, GA	Treasury ABC Sales
Energy	Northeast Utilities, CT Mission Energy, CA Enron, OR ComEd, Chicago SoCal Gas, CA PG&E, CA	Various Compliance O&M Accounting Gen'l Architecture Tuning Various (SAP)
Health Care	BCBS, TX BCBS, RI Kaiser, CA Abbott Labs, OH	General (tuning) Medicare Billing HR General

Insurance	State Farm	Gen'l Architecture
Manufacturing	3Com, CA Alcon Labs, TX Bosch, SC Scientific Atlanta, GA I2 Technologies, TX Sola International, CA Fujitsu, CA Mitsubishi, CA NUMMI, CA Dell Computer, TX SnapOn Tools, WI Toyota Motors, CA Nissan-USA, CA Cingular, GA	SFA (300+ users, WW) Int'l. Product P&L QC QC SCM Gen'l (SAP) (SAP) Sales & Mktg QC Various Inventory GL, P&L, Inventory, Assets GL, P&L P&L
Other	Lawrence Berkeley Labs, CA SAIC, CA Royal Caribbean, FL Nielsen Media, FL Disney, CA	HR – Project Mgmt Planning General Various Gen'l Architecture

	Waste Management, TX	Financial Planning
Real Estate	Hines, TX Citibank, NYC	Portfolio Mgmt General
Retail	JC Penney, TX Kroger, CO Safeway, CA Gap, CA	Inventory & Sales Financial Gen'l Architecture Sales

Specific Essbase Related Technologies

Area	Abstract	Details
Essbase Calc Scripts	I taught the Design & Optimization class for Arbor Software.	<ul style="list-style-type: none"> - Multiple Passes - Substitution Variables - Conditional UDA calcs - Binary Aggregations - Allocations - JD Edwards - Currency Partitions
Batch Automation /	I have automated all types of Essbase activities.	<ul style="list-style-type: none"> - Esscmd

Productionization		<ul style="list-style-type: none"> - Perl - KSH - MAXL
Front End Development	I have extensive design and implementation experience in a wide variety of front-end application platforms.	<ul style="list-style-type: none"> - Cognos Powerplay - Brio Query - AlphaBlox 2.x - Hyperion CRA 1.0 - Analyzer v5, v6 (Fat, Web-Oracle, Web-Paradox) - Analyzer API (limited) - Essbase Objects - VBA API - ActiveOlap (limited) - Arcplan (limited) - Essbase Web Gateway - Crystal Reports - Hyperion Reports 1.7, 2.0

ETL	Specialized ETL is only necessary when there are corporate requirements for metadata management. I generally can build whatever is necessary from SQL, Perl, ksh and load rules. But I am familiar with the leading tools.	<ul style="list-style-type: none"> - (limited) Informatica - Acta for SAP - Integration Sever - EIS Relational Drill-Through
Tuning, Optimization & Capacity Planning		<ul style="list-style-type: none"> - NT System Monitor - proctool - iostat - mpstat - top
Other Advanced Essbase Features		<ul style="list-style-type: none"> - Transparent Partitions - Replicated Partitions - Attribute Dimensions - Security Filters - Security Migration - EAS
Data Sources for load rules		<ul style="list-style-type: none"> - DB2, DB400, Oracle (6,7,8), Sybase 9, SQL Server

		(6,7,2000) MSAccess, SAP (various modules), I2 Rhythm, Manugistics, Siebel 6, Peoplesoft 7, 8
Interoperability & Platforms		<ul style="list-style-type: none"> - Citrix Winframe - HP UX 10, 11 - Solaris 2.x - OS/2 - NT 3.51, 4.0, 2000 - S/390 - AIX 4.x (including parallel ed. For SP) - Jrun 3 - Websphere 4.0 - Tomcat-Jakarta - Apache

The gaps in my Essbase Experience

Have done, but not in production	Have yet to do
Linked Partitions	EES Application Server
Distributed OLAP	Hyperion Application Builder

Mod_perl extensions	C API
AlphaBlox	Java API
Arcplan	
Analyzer API	

Seminars Presented

Location	Context	Attendees
Acta Road Show – CA (2)	DW with SAP	50 ea.
Boston DCI	eCRM + DW – Booth	500+
EBusiness Kickoff – San Mateo	Hyperion Sales	150
EBusiness World 2000 – San Jose	Trade Show	1000+ & Wall Street Analysts
Hyperion / Ardent - NYC	EBusiness Analytics	50
Hyperion DW – AZ	Hyperion DW vs SAP BW	100
Hyperion Europe – Milan	Hyperion Sales	20
IBM – NJ	ECRM Joint Sales Training – IBM/Siebel/Hyperion, Hyperion Detail	IBM Database & eServer Salesforce 100, 20
IBM Millenium – San Francisco	Hyperion eBusiness Intro – Select Booth	IBM WW Premier Partners 500+

IBM Partnerworld 2000 – San Diego	Hyperion eBusiness Product – Booth	IBM Partners 5000+
Solutions 2000 – NV	NTier Architecture Website Analysis	Hyperion Client Base

I elaborate on all of this to say that at the moment, there is little question that Essbase is the premier multidimensional database system and is an optimal solution for Data Marts. I am a world class practitioner in this segment of the BI market.