

SUMMARY

For more than 30 years, Jean-François Desroches has pursued a remarkable career in strategic project and program management, the development of consulting groups in world-class companies, and the marketing of complex business solutions for major North American organizations.

Mr. Desroches has exceptional experience in project management: feasibility and opportunity studies, architecture and planning, preparing budgets and financial modelling, optimization of business processes, management of high-caliber human resources, risk management and opportunity optimization, organizational change management, configuration control, application integration, and project recovery.

He has worked on a broad range of project categories: e-commerce, implementation of ERP applications, business intelligence, CRM, custom development, institutional debt management. He has been exposed to numerous types of organizations: retailers, distributors, manufacturers, financial institutions, insurance companies, transporters, government.

Mr. Desroches's career path and experience as both a veteran manager and senior IT advisor provide him with a balanced perspective between the business and IT imperatives of a project and allow him to master and successfully complete the deployment of varied business solutions. He has a results-oriented approach and has strong leadership abilities.

Mr. Desroches has a double bachelor's degree in management with a concentration in accounting and a major in information systems. He has also successfully completed a master's in business administration (MBA) for which he received special honors for achieving the highest cumulative grade point average (GPA) in his graduating class.

EMPLOYMENT / EXPERIENCE

- **Program Manager**, PlanAxion, since 2012
- **Practice Manager, Application Innovation Services**, IBM Canada, 2011 - 2012
- **Practice Manager, IT Architecture Services**, IBM Canada, 2009 - 2011
- **Practice Manager, Oracle Solutions**, IBM Canada, 2004 - 2010
- **Senior Practice Director**, Oracle Corporation USA, 2004
- **Senior Practice Director**, Oracle Corporation Canada, 2000 - 2003
- **Practice Director**, Oracle Corporation USA, 1998 - 2000
- **Practice Director**, Oracle Corporation Canada, 1996 - 1998
- **Principal Consultant**, Oracle Corporation Canada, 1995
- **Senior Consultant**, Oracle Corporation Canada, 1994
- **Application Support Representative**, Oracle Corporation Canada, 1993
- **Partner, Business Development and Administration**, JYF Inc., 1988 - 1993
- **System Development Coordinator**, Frontenac Industries, 1987 - 1988
- **Programmer-Analyst, Telecommunications and Security Analyst**, Standard Life Assurance Company, 1986 - 1987

PROJECTS

- **Agropur**, Montreal, Canada – Program Manager for the consolidation of the financial and supply chain management systems. This program consists in the replacement of multiple legacy applications in each of Agropur's business units with a single integrated system that will support harmonized business processes. The implementation of the new system supports Agropur in the important organizational transformation that it has undertaken, which will allow it to optimize its operations while improving its customer service.
- **Desjardins**, Montreal, Canada – Program Manager of the Financial Systems Optimization program (FSO) for the Finance Vice-Presidency. The FSO program consists in revamping financial management processes for the Desjardins Group and modernizing the IT systems that support them. Under the FSO program, all Desjardins entities will enjoy access to a financial management system based on industry best practices and on harmonized business processes that will allow them to quickly produce the required information to manage the group.

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- **ALDO**, Montreal, Canada – Solution manager for the implementation of a multi-channel e-commerce solution for all ALDO banners in Canada, the United States and United Kingdom.
 - **Group Transat**, Montreal, Canada – Interim application development manager. Implemented a release management process in the context of a major implementation program for a tour operator software package. The development team of that project was located in Sri Lanka.
 - **VIA Rail**, Montreal, Canada – Program director for the modernization of the VIArail.ca train ticket reservation and sales system. This project eliminated the risk associated the obsolescence of this important application and paved the way to adding new business features to improve VIA's customer service. The delivery teams were located in Montreal, Toronto, and Winnipeg.
 - **RONA**, Motreal, Canada – Project director for the implementation of the Oracle Financial suite of Applications covering all of the 86 RONA legal entities. This project enabled RONA to automate inter-company transactions, accelerate end-of-period closing, improve controls, secure integrations, simplify accounting procedures, deploy best practices and optimize its charts of accounts.
 - **Aeroplan**, Montreal, Canada – Project manager for modernizing security management for the aeroplan.com website. We implemented a software that supports industry-best standards without impacting the client experience.
 - **Alcan**, Montreal, Canada, Paris and Grenoble France – Project manager for defining the scope of a deployment project for a worldwide sales system. The targeted solution included Oracle Applications, a data warehouse and a website.
 - **National Bank of Canada**, Montreal, Canada – Project manager for the implementation of a business intelligence system in the context of the Basel Accords. We provided the Bank with the tools required to measure the level of risk in its loan portfolio in order to be able to comply with Basel Accord requirements.
 - **EMC²**, Westborough, MA, USA – In partnership with Accenture, Mr. Desroches served as Oracle program manager for the implementation of a client relationship management (CRM) system: marketing, sales, bids, configurators, online stores. This business solution assists EMC in the management of its telemarketing campaigns and allows EMC resellers to use an online application that enables them to specify their own equipment configurations required by their clients, all of which is integrated into the EMC production and supply chain.
 - **Loto-Quebec**, Montreal, Canada – Project sponsor and strategic planner for implementing Oracle Financial and Procurement applications. Loto-Québec is the government organization that manages lotteries in the province of Quebec. The new system supports government-type encumbrance accounting, which allows multiple budget envelopes to be managed throughout the procurement process.
 - **Conseil du Trésor du gouvernement du Québec**, Quebec City, Caada – Oracle program manager for the GIREs project (integrated resource management: finance, sourcing and human resource management system). This highly complex, lengthy project allows all financial management, sourcing and human resource processes to be standardized across the ministries of the government of Quebec.
 - **Air Canada**, Montreal, Canada – Project manager for a feasibility study with a view to implementing an Internet sourcing system. The objective was to virtually pool the aircraft parts inventories of the Star Alliance partners to allow them to eliminate redundancy in inventories on each site and by so doing reduce inventory financing costs.
 - **Nortel**, Memphis, TN, USA – Project manager. Established the specifications for the global upgrading of the Oracle applications to version 11.
 - **EMC²**, Westborough, MA' USA – In partnership with Accenture, Mr. Desroches was the Oracle program manager for the global implementation of the complete suite of Oracle application in finance, distribution and manufacturing.
 - **UNISYS**, Blue Bell, PA, USA – Managed the worldwide implementation of a supply chain management system for the company: Oracle purchasing, order entry and inventory software.

- **General Electric**, Leeds, UK – As solution manager, Mr. Desroches managed the planning of a project to implement Oracle financial management applications for a division of GE Consumer Financing.
- **General Electric**, Schenectady, NY, USA – As project manager, Mr. Desroches oversaw the implementation of Oracle Projects for GE Power Systems, established the specifications for an global program for GE Consumer Financing Services, and evaluated the health of projects for GE Electrical Distribution and Control Services.
- **ABB Canada**, Montréal, QC – As project manager, Mr. Desroches was responsible for the recovery of a project related to the procurement process.
- **Air liquide Canada**, Montreal, Canada – Spearheaded the full implementation of the suite of Oracle applications in finance, distribution and manufacturing. This project resulted in major changes to business processes and culminated in the elimination of 18 legacy systems. At the time, the project was the largest that the Montreal Oracle consulting group had taken on. It was the first implementation of version 10SC of the Oracle applications in Canada.
- **Teleglobe Canada**, Montreal, Canada – Served as a consultant for planning additional deployments of Oracle applications around the world. Numerous parameters such as density of users, costs of telecommunications and regional legal obligations were taken into account.
- **Confédération des caisses populaires du Québec**, Montreal, Canada and **Desjardins Assurances Générales**, Levis, QC – Planned and installed project environments required to implement Oracle financial management applications.
- **Fédération des caisses populaires de l'Estrie**, Sherbrooke, Canada – Planned the implementation of Oracle financial management applications, installed software packages.
- **Fédération des caisses populaires du centre du Québec**, Three-Rivers, Canada – Provided advice in the context of planning an upgrade to a new version of Oracle financial management applications.
- **City of Brossard, City of Laval, City of Quebec, City of Montreal**, Canada – Managed various upgrades of Oracle applications on both a functional and technical level. Project plans were prepared for each of the migrations to make all the technical and business process changes set out in the specifications.
- **Sico Inc**, Montreal, Canada – Decentralized the budgeting process during the implementation of Oracle general ledger and accounts payable applications. The legacy process was entirely manual and centralized.
- **Kraft General Foods**, Montreal, Canada – Designed and developed a system for scheduling work for the manufacturing staff.
- **Conseil Scolaire de l'île de Montréal**, Montreal, Canada – Managed the development and implementation of a school taxation system, which allowed management of \$128,000,000 in tax revenues from 450,000 properties.
- **Société de transport de la communauté urbaine de Montréal, Communauté urbaine de Montréal, Conseil Scolaire de l'île de Montréal**, Montréal, Canada – Developed a long-term debt management system.
- **Société de transport de la communauté urbaine de Montréal**, Montreal, Canada – Designed a short-term debt management system.
- **National Bank of Canada**, Montreal, Canada – Managed the development of a budget preparation system and a system for managing non-productive loans in third-world countries.
- **Standard Life Assurance Company**, Montreal, Canada – Developed a real estate management system. Managed and maintained the data transmission network.

EDUCATION

- MBA, Concordia University, 1998. Academic achievement award for the highest cumulative GPA.
- Bachelor of Commerce, McGill University, 1986 – Management information systems Major, accounting concentration.
- Diploma of Collegial Studies, Collège Marie-Victorin. Management, 1982.

MAIN COMPETENCIES

- Large program and project management
- Planning and estimation
- Governance and performance management
- Strategies, approaches, methodologies

CERTIFICATION

- Project Management Professional (PMP), Project Management Institute, License 1525755.

LANGUAGES

- Bilingual: English, French.

TOOLS

- Microsoft Office: PowerPoint, Words, Excel
- Microsoft Project