ALLEN J. BOCIAN
(330) 278-1009 (H)
allen.bocian@gmail.com

SUMMARY:

Results-driven professional with over 18 years' experience delivering leading-edge technology products and solutions in a global environment. Exceptional business process management, product lifecycle management, team-building and program management skills with experience in managing globally distributed teams and enterprise level customer accounts.

PROFESSIONAL EXPERIENCE:

Oracle 2013 – 2014
Product Lifecycle Management (PLM) Process Manager
PLM Process Manager brought into the Oracle Retail Global Business Unit to develop an integrated Product Lifecycle Management solution to be used in the division. Responsible for development, execution and governance of the business units processes including strategy, portfolio, and release management.

- Business Process Analysis.
- Led Strategic Vision and Portfolio Management Process.
- Implemented process improvements/enhancements to the software development lifecycle.
- Continuous improvement and release risk management.
- Managed cross functional team focused on the delivery of new and existing products.
- Planned and directed the operations schedule for business unit.
- Monitored budget and spending for the programs and accessed impact of process improvements.
- Defined, tracked and reported on process compliance and Oracle standards.
- Assigned and monitored PLM providing support and direction to the business.

Hewlett-Packard Company 2000 – 2013
Engineering Program Manager 2004 – 2013
Program Manager and Technical Marketing Lead for HP Enterprise Software products; determine feature sets, and solution enhancements for the HP Output Server product suite, the HP International Printing Solution, HP Extreme and integrated partner content management solutions. Lead joint partner solutions contributing $750 million a year in business. Create comprehensive system requirements document (SRD) for each future release. Manage product defect prioritizations and oversee the validity of Quality Control test case matrices. Conducted prerelease validation studies with alpha and beta releases to ensure product features and quality met customer needs. Provide product direction and create support strategy. Represent existing and prospective customer interests at Product Management Team meetings and external seminars. Provide guidance and manage the Product Readiness team. Manage current product programs.

- Implement process improvements/enhancements to the HP software development lifecycle.
- Creation of Software Consulting and Development Services.
- Manage current product releases; responsible for ensuring support renewals and revenue.
- Provide metrics for tracking renewal data for product upsell forecasting.
- Manage corporate, customer, and third-party vendor efforts to plan, sell, and implement solutions to customer problems.
- Manage services life cycle (SLC) with Marketing, Sales, Manufacturing and Services.
- Align Sales by tailoring strategic marketing initiatives; architect solutions to meet the complex needs of customers.
- Interface with internal/external industry experts and analysts to anticipate customer requirements and facilitate new product development.
- Manage offshore development/QC efforts, including overseeing multiple group managers.

Central Region Services Project Manager 2000 – 2004
Project manager for HP Imaging and Printing Group; provided technical leadership and direction for Fortune 500 company's software implementations. Led cross-functional cross-organizational teams with responsibility in the design, delivery and implementation of complex software solutions and applications.
Developed implementation plans for HP Imaging and Printing Group products, including HP Output Server, Web Jetadmin and Print Server Appliances.

- Responsible for the overall program/project plan, budget, structure, technical design, schedule, staffing requirements and management of the client relationship.
- Developed proposals and contracts with customers while understanding legal and commercial implications.
- Conducted risk assessment and profitability analysis by benchmarking HP against industry data.
- Responsible for technical design and implementation of software solutions with a focus on performance, design, utilization, optimization, and implementation strategy.
- Collaborated with Product Strategy to create 1, 3 and 5year development Roadmaps.

PRICEWATERHOUSECOOPERS LLP 1997 –2000
Principle Consultant
Consultant for Managed Consulting Services focused on Fortune 200 company projects. Led integrated teams to determine customer requirements and propose the scope and direction for the business. Resolved complex customer issues by delivering leading edge software solutions.
- Worked on the Request for Proposals (RFP's) for hardware to support SAP projects for a major manufacturing company
- Provided technical SAP guidance and Basis support for Corporate Finance and Manufacturing for both production and non-production SAP Implementations
- Conducted business analytics on Application Management systems, Backup and Recovery, Batch Management, Database Management, Enterprise Resource Planning, Network Management, Output Management, and Server Management
- Produced documentation on tool configuration and use; transitioned knowledge to client personnel within other cross-functional teams.

ANDERSEN CONSULTING 1996 – 1997
Programmer / Analyst
Business Process Management Consultant for Fortune 200 manufacturing companies. Responsible for leading initiatives to improve business workflow processes as well as implementing change management, system design and SAP integrations. SAP Quality Management (QM) Knowledge lead for the firm.
- Created as-is and to-be process models business events, scripts and papers, while identifying potential gaps.
- Presented system design developments to key stakeholders and evaluated their feedback to ensure the system met their needs.
- Conducted unit and system testing and ensured SAP Quality Management System operation.
- Lead the configuration and transport team and was responsible for SAP configuration control at a major steel company.
- Configured Quality Management, Production Planning, Materials Management, Warehouse Management and Application Link Enabling for the use with a production planning optimizer.

TELEMAP CORPORATION 1995 – 1996
Consultant
Consultant responsible for data conversion, migration and interface testing for electronics manufactures finance system.
- Developed/conducted accounts payable integrations and tests for data conversion project.
- Designed and developed accounts payable reporting interface for end users.
- Maintained quality assurance of end user applications through customer interfacing and internal testing.

EDUCATION:
Bachelor of Science in Computer Science – Ohio University 1995
Minor: Business Administration

REFERENCES: Available upon request.