

Roger D. Jeter, CPA
4821 Mountain Dance Drive
Colorado Springs, CO 80908
Home (719) 495-9732, Office (513) 300-8454

CPM Solutions LLC
President

January 2001 – Present

CPM Solutions specializes in two distinct service areas: Project Management and Professional Services Operations. Since the formation of CPM Solutions, Roger Jeter has assisted many companies in improving the efficiency and effectiveness of their projects and operations.

Computer Associates Services
Divisional Vice President

November 1999 – December 2000

Full P&L responsibility for divisional operations of the world's third largest software company. Responsible for all Application and Information Management Services delivered in a six state region including Indiana, Kentucky, Tennessee, Alabama, Mississippi, and Arkansas

Grant Thornton LLP – Partner

October 1988 – October 1999

November 1998 – October 1999
May 1997 – October 1998
August 1995 – April 1997
October 1988 – July 1994

National Director of Strategic Learning
National Director of Consultant Professional Development
Partner In Charge, Mid-States Area, ERP Systems Practice
Management Consulting Department Head – Cincinnati

Extensive sales and P&L responsibility, as Consulting Department Head and Partner-In-Charge ERP Systems Practice. Built the Cincinnati practice to \$3 million prior to it being merged into the Mid-States Area, then grew the area ERP Systems Practice to \$4 million, predominately through regional alliances with major software vendors.

Extensive practice and organizational development experience, particularly through two most recent positions. Responsible for practice-wide training, methodologies and knowledge management, as National Director of Consultant Professional Development. Responsible for all firm training and other learning activities (Assurance, Tax, and MC) as National Director of Strategic Learning.

Price Waterhouse – Senior Manager

August 1985 – October 1988

Managed a variety of consulting projects in system implementation, software selection, strategic systems planning, contingency planning, and information systems security and auditing.

Cincinnati Financial Corporation – System Development Manager

June 1983 – July 1985

Directed a staff of programmer/analysts responsible for new development and program maintenance of twelve existing financial and administrative systems.

US Army – Captain – Data Center and Operations Officer

August 1979 – May 1983

DataMasters – Programmer/Analyst

June 1977 – August 1979

Xavier University Computer Center – Programmer/Operator

December 1974 – June 1977

Education and Other Credentials

- BSBA (Accounting/Information Systems), Xavier University, June 1978, Magna Cum Laude
- CPA, State of Ohio
- PMP, Project Management Professional
- CCP, Certified Computing Professional
- CDP, Certified Data Processor
- Military: Army Captain, ROTC Scholarship recipient; Army Commendation Medal; Army Achievement Medal
- Served four year elected term as School Board Vice President, Lakota Public Schools

Roger D. Jeter

Selected Career Experiences

Professional Service Firm Consulting:

- Developed and implemented Engagement Management Methodologies for consulting firms ranging in size from 20 to 400 consultants.
- Conducted an operations review for a 350-person government contracting firm resulting in numerous operational improvements and the publication of a Business Management Guide for all aspects of their operation.
- Provided growth-mentoring services to an engineering firm resulting in a doubling of size and tripling on profits over a three-year period.
- Reengineered sales processes for a large government contracting firm.
- Developed a Performance Management process for a large accounting firm consultancy, which included career pathing, promotion criteria, goal setting and evaluation processes, and a training strategy.
- Functioned as an interim CFO for a system development firm.
- Developed and delivered an in house sales training program for a 100- person custom solutions provider.
- Developed a self study course, entitled "The Basics of Consulting" for a rapidly growing consulting firm.
- Advised an architectural firm on its relocation from northern Ohio to Florida.
- Implemented new knowledge management system for a 500-person consultancy.
- Recommended improvements to the sales processes for a rapidly growing consulting firm.
- Initiated ERP national vendor alliances resulting in over \$80 million of revenues.
- Authored several project management and service line methodologies for a variety of consulting firms.
- Developed strategic and operational plans for a national engineering services firm.
- Designed incentive compensation plans for a variety of professional services organizations.

Project Management Consulting:

- Developed and delivered customized project management training for numerous companies of all sizes and types including three Fortune 500 sized companies.
- Presented a 2-day course in project estimating, multiple times, as part of Project Management Institute's PMI Seminars World program.
- Led an effort for a NASDAQ traded company to implement project governance throughout their organization.
- Designed the operating structure of a Project Management Office (PMO) for an 800-person system integration company.
- Assisted one of the world's largest document services outsourcers with project planning and execution of one of their largest-ever outsourcing projects.

- Developed a Project Management Methodology and implemented Project Portfolio Management for a \$120 million public company.
- Evaluated several failing projects for various companies, and recommended specific corrective actions.

Operations Management/Productivity Improvement:

- Conducted an executive intervention for a major international finance arm of one of the Big 3 automotive manufacturers.
- Reduced inventory by \$8 million dollars while improving customer service for the nation's largest veterinary products distributor. This reduction also resulted in over \$3 million in annual savings.
- Identified \$4 million in annual cost savings for one of the ten largest automotive dealership networks in the U.S.
- Developed an infrastructure to support the outsourcing of excess IT work for a 600 employee not for profit organization.
- Reduced the cost structure of the IT department of a \$1 billion health insurance company by \$600,000 annually.
- Recommended \$4.7 million in annual cost reductions and revenue enhancements for a medium sized private college.
- Conducted an IT Department effectiveness review for a regional grocery retailer resulting in numerous recommendations for improvement. Also assisted the same company in recruiting a new CIO.
- Assisted a \$25 million dollar not-for-profit organization restore "profitability" to its international divisions.
- Functioned as owner's agent in major cost reduction study for Ohio's fastest growing school district.

Strategy, Planning and Management Studies:

- Developed Information Technology Plan for a \$100 million consumer products company
- Prepared a long range MIS plan for a not-for-profit association with 30,000 members
- Assisted a \$180 million manufacturer to systematically address their MIS centralization/decentralization issues.
- Assisted a large life and health insurer assess their current IT outsourcing arrangement and develop a strategy to resume internal responsibility for IT.
- Facilitated a private college in the identification of key strategic issues, consensus building around those issues, and implementation of operational changes to support the new strategic direction.
- Assisted a Fortune 100 computer hardware and software vendor to address strategic marketing and product positioning issues related to their mainframe based banking software.
- Conducted a data center effectiveness review for a \$200 million manufacturer.
- Conducted benchmarking studies of MIS Department policies and practices for six major public utility companies

- Conducted an operational review of the facilities management and construction department of a large regional hospital, making recommendations for improvements in capital budgeting processes and overall project management. Also prepared an operational best practice study involving eight peer hospital groups.
- Assisted a food products manufacturer in the development of a strategic vision and long-range business plan.
- Led the management team of a \$40 million consulting firm in the development of long-range strategic and annual operating plans.
- Assisted a major regional hospital chain address strategic issues related to its capital acquisition and constructions programs.

Financial Analysis

- Prepared detailed financial models to support the acquisition of several McDonald's and TGI Friday's franchise operations.
- Assisted a large retailer in restructuring its debt portfolio.
- Assisted in the evaluation of accounting, operations and data processing controls for a major mid-west public housing authority.
- Facilitated a major reconciliation between a construction management system and the corporate purchasing system for a large facilities management organization.
- Developed a financial model for the evaluation of several competing capital investments being considered by a large community bank.

Hardware/Software Evaluation:

- Developed systems strategies for numerous manufacturing, retail, financial services and governmental clients.
- Led system selection projects for ERP, Learning Management, Goals Management, and Financial Systems software.
- Prepared a RFP to acquire \$5 million of Distributed Processing and Communications equipment for a major regional banking system.
- Conducted an evaluation of in-house versus service bureau processing options for a \$400 million savings and loan
- Assisted a \$700 million community bank in renegotiating their contract with an IT services provider.

Systems Development and Implementation:

- Implemented a Learning Management System for the world's fourth largest accounting/consulting firm.
- Led numerous ERP system selection and implementation projects.
- Designed, developed and implemented a custom system for the operation of Reception Stations for the US Army Training and Doctrine Command.
- Responsible for the selection and implementation of SAP financial and distribution modules at a U.S. division of a multi-billion dollar international conglomerate.
- Managed a large-scale Mortgage Loan Accounting System development project for the nation's largest agricultural lending institution.

- Project Manager for the implementation of a management reporting system package for a large property and casualty insurer.
- Managed the implementation of integrated account processing software for a \$700 million bank.
- Responsible for the organization and initiation of a strategic alliance between a major accounting firm and a major hardware/software vendor for the implementation of their integrated banking software.
- Assisted NASDAQ traded company with planning to integrate their Balanced Scorecard software with Goals Management Software.

Information Systems Auditing:

- Responsible for the coordination and supervision of all IS Audit work for two major public accounting firm's clients in Ohio, Kentucky, and Indiana.
- Participated on the team that developed the worldwide IT Auditing program for the world's third largest public accounting firm.
- Responsible for annual IS Third Party Reviews for 10 regional datacenters of the nations largest Financial Institution Service Bureau
- Responsible for a multi-year contract to perform SAS-70 independent reviews for a securities processing service bureau.
- Developed and administered a SAS70 based software vendor audit program for a joint venture between the nation's three largest credit bureaus.
- Conducted disaster recovery and contingency planning for numerous clients from various industries.
- Performed Sarbanes-Oxley (SOX 404) IS controls reviews for 3 large public banking clients.