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Mr. Casillas is an SAP consultant certified in SAC, BPC, BW and HANA. He has over 25 years of experience in Information Technology implementing, enhancing, integrating, and supporting Enterprise Resource Planning and Business Intelligence systems. He is further specialized in Financial Statement planning, budgeting, and reporting. Further, he also has advanced experience in ABAP, Alteryx, Tableau, Power BI & Qlik. His technical background in conjunction with his business acumen empowers him to provide and support software solutions to complex problems where analysis of scenarios or data requires a comprehensive evaluation of multiple factors. Above all, his broad exposure to business applications coupled with his deep understanding of enterprise software set him apart in intricate projects as he can overcome the limitations of standard systems. Below you will find the projects in which Mr. Casillas has participated.

January 2007 – Present, Agnitios

- **August 2020 to Present, Designer and Developer.** For the largest hardware retailer in the US, configured and supported S/4HANA Group Reporting consolidation solution that enables a complete flow of collection, processing, and analysis with varying levels of detail for plan and actual, flexible rules for data validation, currency translation and inter-unit elimination for over 60 consolidation units in three distinct ledgers and currencies. Supported sophisticated ABAP CDS Views, BW queries and AO reporting workbooks integrated via Fiori tiles and drill downs. *[S/4 1909 on-prem, HANA 2.04]*
- **April to August 2020, Architect, Designer and Developer.** For an internal PoC project, configured S/4HANA Group Reporting consolidation solution. Also, integrated S/4 HANA with BW/4 HANA and created BPC 11.1 environments in both Standard and Embedded models. In addition, created Machine Learning models in both to predict sales delivery dates and purchase order delays based upon regression and classification algorithms. Developed sophisticated ABAP CDS Views, OData Services, Predictive Scenarios, and Fiori tiles and drill downs. Used SAP Analytics Cloud to visualize the Virtual Data Models. *[S/4 1909 on-prem, BW/4HANA 2.0, BPC 11.1, HANA 2.04, PAi 1.12, APL 1904, Predictive Analytics 3.30, SAP Analytics Cloud SAC]*
- **Feb 2018 to April 2020, Architect, Designer and Developer, Real Estate, Los Angeles, CA.** Delivered a BPC Embedded consolidation application to gather long-term forecast across all office, retail, apartments and home divisions in the company. In a subsequent project, led a major BPC upgrade of a 7-year-old BPC 7.5 NW system to a BPC 10.1 Standard for two company divisions that prepare revenue, expense and cash flow statements for development projects with long planning horizons. *[HANA 1.12, BW 7.5, BPC 10.1 NW, BO 4.2, Tableau 2019.1]*
- **Jun 2017 to Jan 2018, Project Manager, Architect, Designer and Developer, Automotive, Los Angeles, CA.** For a Luxury Car Manufacturer, created a sophisticated solution in S/4 HANA that leverages BPC Embedded functionality to gather massive amounts of information from numerous data sources to suggest Obsolete and Excess Inventory Reserves. Such solution introduced business benefits such as reduction in fiscal period closing and increased data reliability. In addition, he deployed Machine Learning algorithms to analyze service and manufacturing data sets using time series forecasting, association analysis and sentiment analysis. He crafted Tableau dashboards to visualize the results in an insightful manner. *[S/4 1709 on-prem, HANA 2.02, BW 7.5, BPC 10.1 NW, BO 4.2, Tableau 10.3, Lumira 2.2]*
- **Feb to Jul 2017, Project Manager, Architect, Designer and Developer, Semiconductors, Irvine, CA.** Advised CIO and IT Directors to establish an overall BI strategy after an acquisition where the two constituent Divisions have heterogeneous systems. Specifically, demonstrated a PoC Enterprise DW powered by HANA that consolidates Sales information and applies advanced features such as Text Mining, Spatial Analyses, Clustering, and Predictive Regression. Data is then consumed via

SAP AO and BO as well as Tableau dashboards. *[HANA 1.12, BW 7.5, BPC 10.1 NW, BO 4.2, Tableau 10.2, Lumira 2.1, Oracle 12c, OTC]*

- **Jan 2016 to Apr 2017, Architect, Designer and Developer, Medical Devices, Los Angeles, CA.** Prepared overall architecture and strategy for new generation of BI that leverages powerful Native HANA capabilities as well as visualization tools for user self-service and data exploration. Led BI team in preparing project scope and plan, work assignment and conventions/standards. Interacted directly with business liaisons to gather and address analytical requirements to mine historical information for 15 years of legacy data. He designed and developed some of the most complex Native HANA models. These solutions amalgamate historical data from over 100 tables in CRM and ECC systems. *[HANA 1.112, BW 7.4, BO 4.2, Fiori, Lumira 1.31, Tableau 10]*
- **Feb to Dec 2015, Integration Architect, Designer and Developer, Utilities, Miami, FL.** Integrated and coordinated the design and development of a large Expense Planning system that involves payroll, capital and other expense planning processes. He prepared proof concepts, led blueprint and design workshops, developed and configured the necessary planning and reporting functionality. Coordinated cutover activities and supported user acceptance testing. *[BW 7.4, BPC 10.1 NW 810 SP06 on HANA 1.093]*
- **Oct 2013 to Jan 2015, Architect, Designer and Developer, Semiconductors, Los Angeles, CA.** For a global provider of semiconductors that enables wired and wireless communications with 8B in annual revenue, he conducted proof concept, blueprint and design workshops with Directors and Vice Presidents for various planning and reporting financial systems including OTC Demand Assessment, Revenue Adjustments, Financial Planning, and Product Costing. *[BW 7.31, BPC 10 NW 801 SP06 on HANA 1.073]*
- **Jun to Sep 2013, Co-Architect, Designer and Developer, Retail, Sacramento, CA.** For a major retail chain, he conducted blueprint and design workshops with Senior Directors of Accounting and Financial Planning. During realization, he implemented common architecture for both planning and consolidation to support financial budget and forecasting as well as financial consolidations based on US GAAP. Configured BW data models and integration with BPC. Also, configured environment from scratch including dimensions, models, logic script, DM packages, ownership model, controls, business rules, journal entries, security model, reports and input forms. *[BW 7.3, BPC 10 NW on HANA 1.055]*
- **Dec 2012 to May 2013, Architect and Developer, Semiconductors, Los Angeles, CA.** Designed and developed architecture for CRM analytical solutions in business scenarios including marketing, sales, and service. Such solutions apply distinct analytical methods for measurement, prediction, planning, and optimization in order to leverage valuable customer information that is collected in distinct stages of the sales cycle and uncover hidden patterns and trends that affect the business. *[BW 7.3, BWA 7.2, BO 4.0, CRM 7.0]*
- **Aug to Nov 2012, Designer and Developer, Banking, New York, NY.** For the largest bank in the US, implemented complex configuration such as enhancements, logic script, DM packages, reports and schedules for the consolidations business process to account for annualized interest, retained earnings, rounding of balance sheet amounts, reclassifications, and journal entries. In doing so, he built the necessary test framework including environment, models, dimensions, and security roles. *[BW 7.3, BPC 10 NW SP7]*
- **Aug 2011 to Jul 2012, Co-Architect, Designer and Developer, Property Management, Los Angeles, CA.** Created financial statement planning and reporting applications for G&A, P&L and Cash Flow statements using standard BPC features including transformations, conversions, packages, input schedules, reports, dimension logic, and script logic. In addition, devised complex custom logic using BADI's that process high data volumes in short time frames. Also, managed user security, transport mechanisms, business process flows and work statuses. *[ECC 5.0, BW 7.1, BPC 7.5 NW SP10]*

- **Mar to Jul 2011, Architect and Developer, Pharmacy Services, Phoenix, AZ.** For the largest US pharmacy services company, designed fully custom Cost Accounting, Inventory Valuation and Sales Margin solutions by integrating data from multiple legacy systems in BW and IP. The project involved a geographically dispersed team under an extremely short time-frame that followed Agile concepts to craft solutions that process massive data volumes including purchases, point-of-sales, returns, transfers, journal entries, and physical inventory counts that are valued and integrated in the company's Financial Statements *[Mainframes, PeopleSoft, Integrated Planning and BW 7.0 with BIA]*
- **Nov 2010 to Feb 2011, Design Lead and Developer, Utilities, Los Angeles, CA.** For one of the largest utility provider in the US, designed planning and reporting applications for the company's Demand Side Management programs processed in SAP CRM Marketing, Sales and Service and then analyzed using an amalgamation of BW, IP, and BOBJ platforms. *[ECC 5.0, CRM 7.0, Integrated Planning and BW 7.0, BO XI 3.1]*
- **Jan to Oct 2010, Design Lead and Developer, Oil & Gas, Houston, TX.** Designed and developed BPC planning application for Workforce and Operating Expenses planning and reporting working closely with the finance analysts during requirements analysis and solution design. Developed actual data flow in BW and configured BPC application set, application and dimensions required for annual budgeting and monthly forecasting. Automated master data loading flow of key dimensions such as Cost Center and Cost Element feeding BPC dimensions through BW Transformation and ABAP program for post-loading steps including reading BW hierarchies and translation for intervals and text nodes. Also, setup loading mechanism using data manager packages for planning factors and process chains for actual transactions. Enhanced dynamic templates to provide customized reports and input schedules using EVDRE functions. Setup security model including users, teams, task profiles and member access profiles. *[ECC 5.0, BW 7.0 with BIA, BPC NW 7.0]*
- **Jan to Nov 2009, Lead, Architect and Developer, Telecom & Media, Los Angeles, CA.** For a \$19B media distribution services corporation – performed as team lead, architect, and hands-on developer in providing a Supply Chain Management planning and reporting solution to orchestrate the sales and operations using intricate yet robust BI, IP and Bex functionality to gather, plan and analyze inventory, purchasing and sales information. Mr. Casillas interacted directly with the Director of SCM as well as with end-users in all stages of the project from requirements analysis to configuration to end-user testing, training and support. *[R/3 4.7, Integrated Planning and BW 7.0 with BIA]*
- **Jan 2007 to Dec 2008, Lead, Architect and Developer, Consumer Electronics, Los Angeles, CA.** For a \$2B consumer Electronics Corporation – performed as team lead, architect, and hands-on developer in 3 subsequent projects. First, he was instrumental in providing BPS-based financial solutions for inventory control, accounts receivable, and capital planning. Second, he was instrumental in planning and executing the system upgrade to a BI 7.0 platform as well as in implementing the BI Accelerator. Mr. Casillas successfully completed this technical endeavor in collaboration with the BASIS team with minimum user disruption and business downtime.
 Lastly, he completely overhauled the corporate financial planning and reporting system including its income statement and selected balance sheet subsystems using sophisticated BI, IP, BEx and WAD functionality to gather, consolidate and analyze sales, demand planning, profit center accounting, profitability analysis and general ledger data.
 During his tenure at this client, Mr. Casillas, he interacted with business executives including the Chief Accounting Officer and VP's/Directors of Finance as well as with IT Directors and Managers. *[R/3 4.7, APO 4.0, IP and BW 7.0 with BIA]*

May 2006 – January 2007, Deloitte Consulting

- **May to Dec 2006, Lead, Architect and Developer, Public Sector, Denver, CO.** For a \$1.3B state transportation agency - acted as a hands-on lead and coordinator of 16 resources in charge of implementing a large planning system using sophisticated ABAP, BW and BPS functionality to gather, consolidate and analyze human resources, funds management, project systems, and plant maintenance information. The new system minimizes data inconsistencies, avoids redundant work, provides functionality for scenario planning, and offers auditing and segregation of duties capabilities in a secured environment. *[R/3 4.7, SEM-BPS and BW 3.5]*

April 2004 – April 2006, BearingPoint, formerly KPMG Consulting

- **Jul 2005 to Apr 2006, Lead, Architect and Developer, Pharmaceuticals, New Brunswick, NJ.** For a \$15B division of one of the largest global pharmaceutical companies - acted as a hands-on lead and coordinator of 10 technical resources in charge of implementing critical BW/BPS business planning functionality to gather, consolidate and analyze sales information submitted by over 70 business units. The project goal is to increase the accuracy of sales forecast, reduce cycle time and improve the identification of market opportunities. *[R/3 4.6, SEM-BPS and BW 3.1]*
- **Jun 2005, Technical Lead in Pursuit, Beverages, Monterrey, NL MEX.** For one of the largest distributor of bottled beverages worldwide - envisioned, designed and prototyped a comprehensive BW/SEM architecture for the performance measurement of critical supply chain management processes based upon the SCOR model that provides a unique framework that links business processes, metrics, and technology features into a unified structure to improve SCM effectiveness. *[R/3 4.5, BW 3.0]*
- **Dec 2004 to May 2005, Lead, Architect and Developer, Insurance, Chicago, IL.** Led a BW implementation for the second largest property and casualty U.S. insurance company. The main project objective was to provide comprehensive reporting capabilities around spend analysis and procurement governance for +1,000 users including expense and commodity managers by homogenizing data from numerous systems including SAP R/3. *[R/3 4.6, BW 3.1]*
- **Nov 2004, Technical Lead in Pursuit, Oil & Gas, Mexico City, MEX.** Envisioned a BW/SEM architecture for the largest Oil & Gas organization in Latin America. The project main goal of the endeavor is to replace a legacy executive information system (EIS) built upon different outdated technologies, with SAP's BI technology. Such EIS is a 4-tier architecture to extract the necessary transactional and master data related to functional areas including PM, FM and HR from both SAP and non-SAP systems in order to automate the calculation of numerous Key Performance Indicators using SEM CPM functionality.
- **May to Oct 2004, Team Lead, Professional Services, Tampa, FL.** Participated in a major ERP, BI/BW and Portal implementation for a professional services Firm that provides industry-focused assurance, tax and advisory services for public and private clients. The main objectives of the project were to replace numerous disparate systems to facilitate the global integration of the US operations into a unified global ERP system, support project and financial management operations, and empower field professionals in the USA. In particular, he coordinated the integration and user acceptance testing of numerous reports in a complex data models from HR PA, SD, PS, FI and CO. *[R/3 4.6, BW 3.0]*
- **Apr 2004, Technical Lead in Pursuit, Chemicals, Dallas, TX.** For a leading worldwide chemical corporation, executed a rapid assessment of its business requirements around the SCOR model and designed a streamlined BW-based solution intended to address the level-1 delivery performance metrics. Such solution was comprised of a comprehensive three tier data model that uses statistical functions to yield the desired performance indicators at both detailed and aggregate levels based on SD transactional data. *[R/3 4.6, BW 3.0]*

August 1998 – March 2004, CapGemini, formerly Ernst & Young

- **Mar 2004, Team Member in Pursuit, Pharmaceuticals, San Jose, CA.** Collaborated in a major ERP, CRM and BI implementation for a bio-medical technology company that manufactures and sells a broad range of supplies, devices, and systems for use by health care professionals and medical research institutions. The goal of this program was to seamlessly consolidate the operations of four units, drive business efficiencies across the division and improve customer relationship management. Supported critical master data conversions in the materials management area. *[R/3 4.6, BW 3.0]*
- **Dec 2002 to Feb 2004, Team Lead, Architect and Developer, Office Services, Stamford, CT.** Led a team of BI specialists in a global ERP Human Resources, BI and Internet Portal implementation for a leading Enterprise in the mailing and communications industry. The ultimate goal of this program was to enable the Client to continue to upgrade the talent and competencies in a new HR organization to support its growth strategy; improve overall HR service delivery and achieve the targeted benchmark ratios. His team performed analysis, development, deployment and support of multiple data flows in order to provide Human Capital scorecards containing numerous KPI's in the personnel administration, time and payroll business areas. *[R/3 4.6, BW 3.0]*
- **Mar to Nov 2002, Team Lead, Architect and Developer, Chemicals, Albany, NY.** Participated as a BI specialist in a global ERP, SCM and BI implementation program for a world leader in the development, manufacture and sale of silicone products. Such program had as a main business driver achieving a true consolidation of business processes. Leveraged his logistics acumen by fulfilling analytical reporting needs for business areas including sales and distribution, production planning and materials management. Conducted requirements analysis and specification. Prepared functional and regression testing scripts. Trained power users to define and navigate their ad-hoc BI queries. *[R/3 4.5 BW 2.0 & 3.0]*
- **Industry: Automotive, Location: Nashville, TN USA, Scope: North America.** Participated in a multiple application integration project for a major Japanese automaker. The main goal of the project was to streamline its global financial consolidation and reporting business processes. *[R/3 4.0]*
- **Industry: High Tech Electronics, Location: Canton, OH USA, Scope: Global.** Performed as solution architect in a Business-To-Customer (B2C-ERP) integration for a global leader in providing integrated delivery systems and services such as ATM's and Automated Voting Machines. The project successfully empowered end-customers to open and review service orders for their equipment's, thus improving service lead times. *[R/3 4.0]*
- **Industry: Automotive, Location: Calexico, CA USA, Scope: North America.** Designed, developed and implemented advanced planning and control features in addition to the standard ERP manufacturing functionality for a global heavy truck and automotive parts manufacturer. Such enhancements streamlined the sales and operations planning (SOP) process, improved the material requirements planning (MRP) considering capacity constraints and optimized the detailed production operations scheduling. *[R/3 4.0]*
- **Industry: Consumer Packaged Goods, Location: Dayton, OH USA, Scope: Global.** Technical leader in a multiple systems integration including manufacturing, procurement, sales, payroll and banking applications for a global manufacturer and distributor of consumer goods. The project entailed a phased implementation of ERP and SCM systems as well as their integration with existing systems in order to improve customer service, lower inventory levels and reduce cycle times in over 15 operating sites worldwide. *[R/3 3.1]*

August 1997 – August 1998, Atos, formerly Atos Origin SE

- **Industry: Pharmaceuticals, Location: Mexico City, MEX, Scope: Mexico.** Provided system administration and support for an international pharmaceutical company during the implementation project of the logistics and finance packages of an ERP System based on the deployment of embedded ERP reference models. *[BAAN ERP]*
- **Industry: Electronic Communications, Location: Toronto, ON CAN, Scope: North America.** Acted as application architect in an ERP global development center for a leading provider of telephony, electronic communications and networking solutions. The project entailed a migration of business transaction processing from various non-Y2K legacy systems to a single ERP system in more than 15 sites worldwide. *[BAAN Triton]*
- **Industry: Banking, Location: Mexico City, MEX, Scope: Mexico.** Planned and designed external data interfaces in a multiple-application integration including an ERP System for a government banking institution. The project successfully completed the non-Y2K OLTP system migration in more than 20 different locations nationwide. *[BAAN Triton]*

March 1995 – July 1997, SSA/Infor, formerly The BAAN Company

- **Industry: Energy Transmission, Location: Mexico City, MEX, Scope: Mexico.** Application specialist during an ERP system upgrade for the world's leading electrical engineering provider and one of the first global corporations to implement ERP applications in Latin America. Planned, designed, programmed, tested and documented functional enhancements to the finance, distribution, and manufacturing packages. *[BAAN Triton]*
- **Industry: Consumer Electronics, Location: Mexico City, MEX, Scope: Mexico.** Participated in a full-functionality implementation of an ERP system throughout several business units of a global electronics manufacturer. During the optimization stage, improved the performance of mission-critical business processes such as financial transactions processing, purchased items receptions and purchase/sales statistics updating through software enhancements to the standard system. *[BAAN Triton]*
- **Industry: Energy Transmission, Location: Bogota, COL, Scope: Colombia.** Application developer during the South American region localization of an ERP system focused on high-inflation economy and dual currency reporting requirements. Designed and developed complex tax calculation and multiple currency processing capabilities. *[BAAN Triton]*
- **Industry: Retail, Location: Mexico City, MEX, Scope: Mexico.** Technical application specialist during a financial implementation of an ERP system for a leading pharmaceutical company with over 20 business units nationwide. Assisted the implementation team on core functionality customizations and provided system support. *[BAAN Triton]*
- **Industry: Primary Metals, Location: Michoacán, MEX, Scope: Latin America.** Technical trainer of an IT staff composed by over 15 specialists during the implementation of the finance, distribution, and manufacturing ERP system packages for an iron and steel producer first to obtain ISO9002 certification in Latin America. *[BAAN Triton]*
- **Industry: Energy Transmission, Location: Monterrey, MEX, Scope: Mexico.** Participated in the implementation of finance, manufacturing and distribution ERP system packages for a leading electrical products manufacturer and main government institutions supplier. Customized core business processes according to very specific government requirements including complex reporting capabilities. *[BAAN Triton]*

March 1994 – February 1995, PEMEX Institute

- **Industry: Oil & Gas, Location: Mexico City, MEX, Scope: Mexico.** Installed, configured and supported computer, control and automation systems in petrochemical pilot plants designated for Research and Development projects. In addition, acquired and organized source material, specifications, engineering write-ups and Computer Aided Design (CAD) drawings for the engineering department. *[Honeywell SCADA]*

AFFILIATIONS/CERTIFICATIONS:

- **APICS (apics.org)** - Member of the Certified Production and Inventory Management (CPIM) program and the Constraints Management Segment Industry Group (CM SIG).
- **NSHMBA (nshmba.org)** – Member of the organization chartered to prepare Hispanic professionals for leadership positions so that they can provide the cultural awareness and sensitivity vital in the management of the nation’s diverse workforce.

AWARDS/RECOGNITIONS:

- **2006, Leadership Award, Deloitte Consulting, LLP.** – Recognizing leadership accomplishments in terms of timely delivery, quality and completeness of planning applications to client satisfaction
- **2005, Golden Beacon Award, BearingPoint, Inc.** – Recognizing innovation, customer satisfaction and outstanding achievements in providing business solutions.

HIGHER EDUCATION:

- **University of California, Irvine – Predictive Analytics and Data Science**
- **University of Texas at Austin - Master in Business Administration (MBA)**
- **National Polytechnic Institute, Mexico – B.S. Computer Sciences**

TRAINING:

- **2017, SAP – SAP Analytics Cloud (SAC), Certified**
- **2013-2015 – Predictive Analytics and Data Science, Dual Certification**
- **2012, SAP – Business Objects Planning & Consolidation 10 NW (BPC), Certified**
- **2012, SAP – Innovation Camp : HANA and Finance Track**
- **2012, Hasso Plattner Institut – In Memory Data Management**
- **2012, SAP – HANA Implementation and Modeling, Certified**
- **2011, SAP – MEGA Elite Enterprise Performance Management - BPC 10 (BPC)**
- **2009, SAP – Business Objects Planning & Consolidation 7.5 NW (BPC)**
- **2007, SAP – Integrated Planning (IP)**
- **2004, SAP – Strategic Enterprise Management (SEM)**
- **2003, CGEY – Project Management (PM)**
- **2002, APICS - Supply Chain Management (SCM), Certified**
- **2002, APICS - Master Planning, Certified**
- **2001, APICS - Manufacturing and Capacity Requirements Planning, Certified**
- **2001, APICS - Production Activity Control, Certified**
- **2001, APICS - Inventory Management, Certified**
- **2001, SAP - Business Warehouse (BW). Certified**
- **2000, SAP - Advanced Planner and Optimizer (APO)**
- **1998, SAP - Advanced Business Application Programming (ABAP)**
- **1998, ORACLE - PL/SQL Programming**
- **1996, BAAN - Tools Advanced, Certified**
- **1996, UNIX – Administration and Scripting**

LANGUAGES:

- **English (Business), Spanish (Native)**

CITIZENSHIP:

- **American (Naturalized), Mexican (Born)**