

Career History

Phase 1: 10 years

Fortune 500 Corporate IT

Ford Motor and Owens-Corning

Full systems life cycle management of projects staffed at 100+ person-years. Youngest person (by 10 years) to hold equivalent position.

Phase 2: 15 years

Founder / CEO of systems integration VAR

Built a successful company from scratch into a multi-million dollar regional systems integration firm with nearly 100 employees in multiple cities; still in operation. One of first recipients of IBM's prestigious *Premier Business Partner* award.

Phase 3: 10 years

Independent C-level management consultant

Specializing in soft skills required to enhance IT management and effectiveness.

Strengths and Experience

- Tackling nebulous and unstructured problems
- Diagnosing underlying causes
- Developing action plans
- Leading people to define and implement change
- Blending technical and people skills
- Get it done, right, the first time

Education / Certifications

MBA, Finance, *summa cum laude*

University of Toledo

BS Science/Math, *magna cum laude*

University of Michigan

PMP – Project Management Professional

Project Management Institute

Member: SIM – AITP - PMI

ProAktive Consultants, Inc.

20+ years, Unbiased Management Counsel

Representative Services

On-Demand CIO

When you need high-caliber talent, but you don't need it full time.

IT Operations and Management

Define and implement effective organizational alignment, including:

- Roles and responsibilities
- Governance, service delivery
- Risk management
- Policy, process, procedures

Strategic and Tactical Planning

Create a roadmap for delivering value to the organization.

Project Manager

Work independently, or team with your current staff.

Business and Information Process Design

Simplify and improve effectiveness of your critical business processes.

CXO Executive Coaching

Work with your senior executives to improve effectiveness of IT operations and management.

Change Implementation & Management

ProAktive Consultants, Inc.

20+ years, Unbiased Management Counsel

More than 10 years experience CIO-level consulting:

- Work *as* your CIO
- Work *with* your CIO
- CXO Executive Coaching

Assisting CXO's in solving the non-technical business challenges of running IT operations and meeting Stakeholder expectations.

Local Clients

Siemens PT&D

NC Biotechnology Center

FMI Corporation

(Fails Management Institute)

Alphanumeric Systems

RTI: Research Triangle Institute

HAHT Commerce

Global Knowledge

Alan K Tope MBA, PMP

www.proaktive.com 919-414-6768

Clients Speak

“Alan -- Thanks for all you are doing to help us strengthen our IT systems and business processes at the Biotech Center.”

**Dr. Leslie Alexandre, President and CEO
North Carolina Biotechnology Center**

“Alan’s skills and experience were an excellent match to our requirements. He was able to cut through myriad details and get to the essential concepts. His performance on this project was entirely professional and I am completely satisfied with his work ethics and deliverables. I anticipate using his services again for subsequent projects.”

**Gregory A. Turner
Vice President and CIO, Siemens PT&D**

“We hired Alan to assist our firm in three mission-critical application areas. We are confident that our company has made better decisions as a result of including Alan on our team. We would certainly work with him again, and are comfortable in recommending his services to others.”

**Gretchen McComb, Director
FMI Corporation**

“Alan's diligence and ability to prepare us for challenges before they became obstacles was a unique and valuable component to our team. I would have no hesitation in teaming with Alan again and am quite happy to recommend him for any position for which he is being considered.”

**Bill Penwell, Manager of Information Systems
Alphanumeric Systems, Inc.**

“As our acting Chief Information Officer, Mr. Tope reorganized our corporate and divisional information systems functions and assisted in the development of our long range hardware and software strategy.

“We have been extremely pleased with the services provided by Mr. Tope. He has provided valuable insight and advice over the past several years and the quality of our current technology reflects his contribution.”

**Kathleen McCann, Vice President
City Management Corporation**

Recent Local Projects

NC Biotechnology Center

Phase 1 – Analysis. Evaluate how effectively IT supports the business mission of the Center. Extensive interviews through all levels of management and operations. Developed and presented strategic and tactical plan for managerial, organizational, and technical changes.

Phase 2 – Acting CIO. Recommended, then implemented, numerous process and cultural change projects via cross-functional teams. Led projects to evaluate and implement telecom and IT infrastructure replacement and upgrade. Helped CXOs lead the Center from tech-phobic to tech-embracing, with corresponding process effectiveness improvements.

Siemens PT&D

Work with VP-CIO to develop, from scratch, a comprehensive set of IT operations process and procedures, beginning with definition of CIO’s Business Charter.

Scope included all CIO responsibilities, such as: Strategic Planning, Stakeholder Liaison, Project Portfolio Management, Risk Management, Governance and Service Delivery. Process definitions needed to be compliant with Siemens AG evolving mandates, and satisfy internal audit.

FMI Corporation

Software evaluation and selection for replacement of mission critical CRM, Project Management, and Accounting applications.

Extensive interviewing to identify business requirements. Develop, then execute, evaluation criteria and methodology. Identify and evaluate, via cross-functional teams, candidate vendors. Perform due-diligence analysis.

Other Representative Projects

Served as CIO of organizations ranging in size from 50 to over 1000 employees.

Work with C-level executives to define IT policies, processes, procedures, roles, and responsibilities.

Define and implement business process improvements, along with concurrent organizational and cultural changes.

Part of team to analyze and recommend information technology management reorganization at Research Triangle Institute.

Developed and implemented long-, medium-, and short-range strategic and operational plans for IT infrastructure, application software, and organizational structure.

Developed functional, operational, and database specifications for mission-critical applications.

Conducted several software and hardware evaluation, acquisition, and implementation projects.

Successfully ‘turned around’ numerous troubled projects.

Philosophy of Managing IT

Working with C-level business executives to help them more effectively use their company’s IT resources is guided by a simple philosophy:

- Business executives must be an integral part of managing Information Technology.
- All managers, including the CEO, must understand what IT *can* do, then participate with the CIO to define what IT *will* do.
- The CIO must actively participate in strategic and tactical business planning.