

PROFILE

Mark Eckman

/ Partner

Mark has led strategic and complex technology enabled efforts in both consulting and outsourcing environments. Mark has directed organization redesign and process redesign efforts across business functions, delivering results in manufacturing, supply chain, eBusiness, and operations improvements. Mark has developed expertise in program management, business process design, application design, and implementation, while assisting clients in a variety of industries.

technology and business process competencies

eCommerce Strategy, IT Organization Structure and Strategy, Supply Chain and Operations, Custom and Package Implementation, B2B/B2C Collaboration, IBM WebSphere Commerce, XML, EDI, SQL, Java, HTML, MQ Series

representative clients

Tractor Supply Company, Dow Chemical, US Steel, Klein Tools, LTV Steel, PolyOne, Lyondell, Hill-Rom, Laidlaw, Chevron, Bayer, American Electric Power

brilliant moment /
teaching 4th graders to beat full
court press



client snapshots

/ Executive Program Manager providing architectural alignment, planning, risk management, and quality assurance for design of client's first B2C website using IBM WebSphere Commerce software.

/ Led cross-functional team through integration, development and deployment of "onboarding" processes for global chemical company's industry-leading electronic marketplace activities.

/ Led definition (including high level business architecture, requirements, integration, and sitemap) for B2B website using IBM WebSphere Commerce software to support client's growing rental business.

/ Led organization design and implementation planning to create 650-person Shared Services group for IT (corporate and plant systems) and Transaction Processing (payroll and invoicing) services.

/ Developed company-wide eCommerce strategy. Defined corporate eCommerce organization and governance model. Streamlined eCommerce order management process (reducing cycle time by 75% and working capital by \$2 Million), and identified three further effort / manpower reductions opportunities.

experience

Accenture – Associate Partner

Directed programs of up to fifty Accenture and client personnel. Led projects in strategy, organization redesign, collaborative commerce, operations improvement, supply chain planning, retail planning, business process redesign, shop floor / ERP integration, and performance management.