

# TOON SIX

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## ERP Implementation Consultant

### Selecting and implementing an ERP for midsize companies. Committing to success.

Managed the discovery, the design and the development of multiple ERP and CRM projects from scratch. Managed the implementation of those projects (installation, training, maintenance). Managed the tools (scanners), the organization (user roles) and infrastructure (fail over system). All stakeholders were involved.

Implemented many full-blown Acumatica ERP systems. Achieved the Acumatica MVP award in 2017 and 2018. Obtained multiple Acumatica training certifications. Integrated MS Sharepoint and MS Teams with the Acumatica Cloud ERP. Founded and managed my own internet development company for 18 years culminating in \$2.5 million sales of high-end IT based solutions and professional services. These solutions include the development (ASP.Net) and implementation of web applications and portals for mid-size companies. Grew many untouched sales areas into high yield businesses.

## EXPERIENCE

9/21 - PRESENT

### ACUMATICA ERP CONSULTANT AND PROJECT MANAGER

- 3/1 – 3/31/26: AI Sales Analysis agent development accessing Acumatica database.
- 2/2 – 2/27/26: American Industrial Services - Construction
  - Discovery and Logical Design
    - Payroll for Independent Contractors saving \$100K/year.
    - Acumatica Payroll for employees saving \$40K/year.
    - Construction project planning and quotes
- 1/1/25 – 1/31/26
  - Explored Acumatica AI Studio, Azure Acumatica OpenAI, and Visual Studio Copilot for Acumatica
  - Updated myself on Acumatica version 2025R2 and 2026R1.
  - Took manufacturing courses such as Reading Blueprints and CNC machining.
  - Acumatica 2026 Hackathon Price IQ team leader: Bulk update of vendor prices.
- 8/23 - 12/24: ICG Technology
  - Obtained Acumatica training badges (2024R1) (80% pass mark)
    - Certified business consultant
    - Certified inventory and order management consultant
    - Certified manufacturing business consultant
    - Certified support specialist
    - Certified technical specialist
  - Performed an extended general discovery and demonstrations for:
    - A bike distributor
    - A conveyor roll manufacturer using Acumatica Product Configurator
  - Prepared Acumatica ERP project quotes
  - Introduced use of Microsoft Teams

- Managed an Acumatica Hackathon developer team that developed a great Return Analysis Application
- 2/23 – 6/23: Construction companies
  - Implementing construction projects in Acumatica from project quoting, project management, purchasing, subcontracting to customer invoicing and payments.
- 5/22 – 1/23: Fabric manufacturer and distributor
  - Developed business and functional requirements for finance, distribution (Sales Orders, Purchase Orders, Inventory) and manufacturing (MRP). Implemented Finance and Distribution. Tested the manufacturing module. Excited the client.
- 2/22 – 4/22: Food Distributor
  - Developed business and functional requirements for finance and distribution (Sales Orders, Purchase Orders, Inventory). Tested sales and purchase orders using imported data on vendors, customers, and items. Customer loved my documentation.
- 9/21 – 12/21: Asbestos Removal Company (Construction)
  - Developed business and functional requirements for finance and distribution. Tested the functional requirements in Acumatica. Customer loved the tests.

**1/98 – PRESENT**

**FOUNDER AND PRESIDENT, INTERNET CUSTOMER SOLUTIONS INC., NJ**

Founded and managed Internet Customer Solutions, Inc. Responsible for sales and marketing, HR, accounts receivable and payable, financing, discovery of client requirements, proposal development and contracting, and logical design of light ERP and CRM systems, websites, E-Commerce stores, extranet and intranet portals, web applications and networks. About ten developers worked in ASP.Net and C# on large projects in our office. Managed all their projects. Most of these projects are still running today.

Set up the Acumatica Cloud ERP on several servers for training, demo, testing and production. Developed some customizations to integrate MS Office 365 and MS Teams with the ERP. Automated several companies completely with accounting systems, CRMs, MS Office 365, VoIP (IP PBX and Cloud PBX), and servers and computer LANs and WANs. Those companies doubled their sales in one year and cut their costs by half.

**1/93 – 12/97**

**GROUP MANAGER, AT&T/NCR – COMPUTER NETWORKING DIVISION, NJ**

Managed the technical presales support group that supported all sales groups of overseas countries. Its support contributed to an annual revenue of \$2Mln revenue. Developed proposals, and presented products to salespeople and numerous major customers across the world covering the finance, travel and retail industry.

**1/90 – 12/92**

**MARKET MANAGER, AT&T COMPUTER SYSTEMS INTERNATIONAL, NJ**

Analyzed the European and Asian computer market. Proposed concrete market development strategies recommending targeted industries, product mix, pricing and sales channels.

**1/87 – 12/89**

**SALES AND MARKETING MANAGER, AT&T, NJ**

Managed a group that sold and marketed the mathematical modelling and computer consulting services to all internal operating units of AT&T.

**1/86 – 12/86**

**PROJECT LEADER, GE CONSULTING, NJ**

Designed, developed, and tested mainframe and midframe database applications for AT&T, Nabisco and Exxon

**1/85 – 12/85**

**APPLICATION LEADER, EXXON RESEARCH AND ENGINEERING, NJ**

Designed, developed, and tested complex oil refinery computer applications based on normalized relational databases and 3GL languages.

**1/79 – 12/84**

**PROJECT MANAGER, SYSTEM ANALYST, SYSTEM DESIGNER AND PROGRAMMER, ESSO BELGIUM, BELGIUM**

Managed, designed, and developed numerous business applications using a project management methodology, structured analysis and design tools.

**EDUCATION**

**JULY 1977: MS. OPERATIONS RESEARCH, MICHIGAN STATE UNIVERSITY: GPA 3.5**

**JULY 1976: MBA, CATHOLIC UNIVERSITY OF LEUVEN (NO THESIS)**

**JULY 1975: MS.-COMPUTER SCIENCE, CATHOLIC UNIVERSITY OF LEUVEN, BELGIUM**

**JULY 1974: BS.-BUSINESS ADMINISTRATION, CATHOLIC UNIVERSITY OF LEUVEN, BELGIUM**

**LANGUAGES**

- Fluent in Dutch and French. Proficient in German

**ACTIVITIES**

- Founded and managed the NJ Chapter of Operations Research and Management Science. Organized as president a one-day Expert Systems Applications Software conference in 1987, which was attended by 200 people, and generated a \$3000 profit.
- Microsoft User Group: As a membership officer managed to get a full room attendance for every meeting.