

# Mary T. Murphy

*Business leader with proven track record driving extraordinary business results by providing vision, advocacy, and leadership for designing, managing and implementing of systems and related projects, collaborating at highest organizational levels and identify strategies and spearhead delivery of creative, tailored solutions and enabling change*

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## SENIOR EXECUTIVE: CORPORATE IT MANAGEMENT \* IT CONSULTING PRACTICE AND PROJECT MANAGEMENT

Large-Scale Project Management • Program Management • Enterprise Application Implementation • Strategic Planning • Team Building  
Business Development • Strategic Account Consulting • Client Relationship Management • Consulting Practice Management (Full P&L)  
Bench Capacity/Utilization • Business Requirements Analysis • IT Roadmapping • Financial, HR, Inventory, & CRM Systems • Sales Support  
Consensus Building/Executive Sponsorship • Mentoring/Career Development/Core Competency Development • Offshore Development  
*Certified Project Management Professional (PMP) • Expert in Implementing PeopleSoft Financials/HR, Oracle EBS HR, & Fusion HR Systems*

Highly effective management executive with 20+ years of global success providing strategic vision, direction, and leadership for development, management and the implementation of advanced systems, enabling technologies, and custom solutions that drive business productivity and competitive position. Equally skilled in developing and utilizing Project Management Methodology for multi-million dollar projects with a professional services and corporate settings, with abilities to assess business needs and develop creative solutions, create/mentor dynamic teams, and work closely with business and technical stakeholders from C-suite to production floor. Industry expertise includes high-tech, manufacturing, retail, travel and transportation, healthcare, aerospace/defense, and financial services. Collaborative, cross-functional management style; exceptional communicator and consensus builder—consistently develop and inspire high-caliber teams to peak productivity.

## PROFESSIONAL EXPERIENCE

**ORACLE CORPORATION**, Burlington, MA

**2005 – Present**

*Fortune 100 global leader providing integrated enterprise applications and hardware to 380,000 customers worldwide (including 100 of Fortune 100) in diverse industries spanning more than 145 countries. US \$35.6B total GAAP revenue for 2011.*

**VICE PRESIDENT**

2010 – Present

**SENIOR PRACTICE DIRECTOR**

2008 – 2010

**PROJECT DIRECTOR/CHIEF SOLUTION ARCHITECT**

2005 – 2008

Garnered three promotions at Oracle in 6 years, with progressively expanding responsibility in North American Strategic Accounts Consulting Group culminating in present role as VP of Enterprise Delivery. During tenure have provided oversight for organizations exceeding 225, containing Project Managers, Senior Directors, Directors, Solution Architects, and Consultants. Charged with P&L responsibility in all roles, with revenue targets up to \$80M. System implementations include Oracle eBusiness/PeopleSoft/Siebel projects, with emphasis on Financial, HR, Supply Chain, and CRM.

Currently lead Delivery, Project Management, and Solution Architecture professional services teams, with \$25M operations budget and \$50M revenue/72% utilization targets. Provide Sales/Licensing and C-level client support on implementation bids. Scope includes estimates/proposals, staff development, utilization/cost forecasting, incentive, reward, and sales programs.

As Executive Sponsor, oversee projects and programs at client sites, working with client executives in strategic decision making and troubleshooting. Develop Project Management Offices (PMO's) at clients. Serve as Delivery Executive for Fusion Delivery team, as Liaison to Development team, and as member of Project Management Review Board certifying internal Oracle PM's.

### As Vice President of Enterprise Delivery:

- Provided Executive Sponsorship for ~\$25M in implementations of all of Oracle Products at Fortune 500 companies, including Genuine Auto Parts, Baxter Healthcare, Boeing, Intel and Alcoa.
- Worked with organizations to provide application roadmaps based on business processes and turning the results into 1 to 5 years strategic and technical plan
- Conduct Operational Assessments of organizational IT department and resources to gain efficiencies and develop Service Level Agreements
- Responsible for maintaining a yearly operating budget and revenue forecast for the Enterprise consulting organization
- Managed feasibility studies for customers on application evaluations which resulted in providing details for Request for Proposals
- Increased year over year bench utilization by 2%, and combined three service lines to reduce overhead costs by 10%.

- Provided team members for numerous other multimillion dollar projects for clients such as Boeing, Dell, Department of Defense (\$300M 10-year project), Cisco, Fidelity, Goldman Sachs, and worked on bids/contributed strategy for Safeway, Northrop, Raytheon, SAIC, and other proposal efforts.
- Established Rewards and Recognition Task Force producing creative ways to keep Service Line consultants motivated, resulting in 20% decrease in employee resignations.
- Created Project Management Mentoring Task Force to train/mentor future PM's
- Spearheaded OUM Project Lifecycle Methodology Task Force, building bench of "super user" functional/content experts.
- Serve as Team Lead of North American Leadership Council, developing new ways to implement software.

#### As Senior Practice Director:

- Project Managed multiple million dollar projects within a variety of industries
- Maximized utilization for 4+ quarters, driving \$40M+ in sales to clients such as Boeing, Honeywell, and Textron.
- Created multi-dimensional project team for 11-module implementation at major consulting organization.
- Completed PeopleSoft Project Management Academy Training and ESW/IPSW Training.
- Contributor on team that created Estimator, and put processes in place to create bids and estimates.

#### As Project Director/Solution Architect:

- Transitioned in as Solution Architect with Oracle's acquisition of PeopleSoft, building reputation early on through take-charge approach demonstrated in meetings with sales team and VP of Licensing and Sales.
- Developed standard proposal and estimating tools used in creation of software implementation services.
- Made key contributions to Planning and Strategy sessions for major financial company yielding \$16M service contract.
- Sold multiple implementation projects in excess of \$15M, leading to promotion to Senior Practice Director.

PEOPLESOFT, Waltham, MA

2000 – 2005

*Acquired by Oracle January 10, 2005 at \$10.3B as wholly owned subsidiary; once #2 supplier of enterprise application software.*

#### PROJECT MANAGER

In second stint with PeopleSoft, managed award-winning projects and successfully sold solutions to Fortune 500 clientele.

- Worked on successful GE proposal effort for 30-person, \$16M fixed-price project to implement PeopleSoft HR.
- Took on turnaround challenge for Clear Channel project, establishing structure and goals, and working with IT and functional areas to enable successful go-live of Financials and HR on previously stalled \$7-10M project.

MAIMONIDES MEDICAL CENTER, Brooklyn, NY

1998 – 2000

#### DIRECTOR OF FINANCIAL SYSTEMS

Plan, manage and operation all hospital business and administrative including staff recruitment/management, project plan implementation, maintain capital and operating budgets and provide end user guidance. As member of executive staff, guided MIS Department operations, and served on Hospital Information Management Committee.

- Successful upgraded Financial and Human Resources application, gaining efficiencies in process time
- Directed 15 developers and consultants in two on time/within budget Financial & HR/Payroll upgrades.
- Implemented Electronic Inventory System for hospital warehouse resulting in net annual savings of \$500,000.
- Led team in implementing Strategic Investment Model on PeopleSoft system yielding \$11M savings over 5 years.
- Instituted Error/Enhancement reporting system enabling efficient issue tracking for 150 users and developers.
- Implemented a competence time tracking system and integrating into Payroll

#### PREVIOUS WORK EXPERIENCE

PROJECT MANAGER – PEOPLESOFT, Waltham, MA, 1997 – 1998

REGIONAL ACCOUNTING DIRECTOR – HNTB CORPORATION, Boston, MA, 1995 – 1997

CONTROLLER – NEVILLE MANOR, Cambridge, MA, 1994 – 1995

ACCOUNTING MANAGER – CARITAS CHRISTI HEALTH SYSTEMS, Waltham, MA 1989 – 1994

## EDUCATION & PROFESSIONAL CERTIFICATION

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**Masters in Management – *Concentration in Information Technology and Healthcare***, Lesley University, Cambridge, Massachusetts

**Bachelors in Accounting**, University of Massachusetts, Dartmouth, Massachusetts  
**Project Management Institute – PMP Certified**

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**PROFESSIONAL & COMMUNITY AFFILIATIONS**

Member, Project Management Institute

Community involvement includes serving as Volunteer Docent – Boston by Foot (Tours of Freedom Trail)