## About Us

## Success Stories – Results - Tom and Teams: \$200 million+ in Sales Gains, \$75 million+ in Margin Improvement\*



## **Top Success Stories – Five Categories**

Technical Results	Agile Rapid Results	Sales Gains, Successes	Process Improvement, Cost Savings	Hot Situations, Trouble, Restorin
Client Name Withheld to Protect Confidentiality Current Client: Microservices, Open Source Linux, 80 Container, 5 server System with 244 Live Video Feeds. Leading development team.	Tyco Electronics \$2.5 Million Immediate Funding in 60 days, 300 Requirements from 20 projects converted to 300 User	Tyco Electronics \$216 Million Gross Profit Gain of Over Five Years***	Reduced Process From 153 Steps To 89 Steps. "Touches" Reduced From 40 Per Letter To 15 Per Letter, In 60 Days.	Tyco Electronic Rapid Results, Success a of Two Previous Ver



# ns, Big ring Trust



	Stories in 60 days. 200+ user stories to production in 14 months			
Editechnical jumpstart for extreme complexity Salesforce Customer 360 and Lightning Console migration	150 User Stories Written in 120 Days	Celanese The chemistry inside innovation \$10 million Services Sale in 90 days from Saving Project In Trouble	<ul> <li>Texas Instruments</li> <li>\$2.25 Million Savings, 400%</li> <li>Customer Service Improvement, \$5 Million+ In Cash Freed</li> <li>Up, Completed In 120 Days.</li> </ul>	Client Name Withheld to Protect Confidentiality \$3.5 million settlement for Expert Witness agains developer
Led extreme complexity consolidation of 8 business units, 11 interfaces and 1000+ users to single instance of Salesforce	<b>Fidelity</b> 640 Requirements consolidated to 284 User Stories in 60 Days	FREG \$5.5 million Services Sold, First Sale to Marquee Account In 60 Days	CROSSMARK \$30 Million Savings over 5 Years, Reduced 97 step Quoting Process to 49 Steps	Celane The chemistry inside inno Turnaround of \$5 millio trouble in 90 da
Texas Instruments Bleeding Edge technology delivered On-Time, On-Budget, As Promised, including Interface to Home- Grown Accounts Payable System	MORRISON SUPPLY COMPANY a MORSCO company \$500,000 Savings from \$100,000 Investment, 1.3 Million Pages Made Paperless in 5 Months	OmnicomGroup Placed New President Who Turned Losses into \$100 million+ in Profitable Services Sold Eight Years	FritoLay           Cood ftm!           25% Reduction In Accounts Payable           Cost Per Invoice, Cycle Time           Reduced By 25%. Completed In 90           Days.	\$8 million Program I Successfully, Despite Of Employer, Extreme Trouble
Led two complex projects where Designed User Interface for REAL-TIME POWER GENERATION DASHBOARD, SCADA, AZURE, multi-MS Server systems with RESPONSIVE software development. Office 365, SharePoint, MS EXCHANGE, ACTIVE DIRECTORY. Overcame significant problems with new tech.	Powering connections 12 High Impact, Rapid Prototype Projects in 90 Days.	Premium Retail Services <b>Placed New General Manager and Team Which Sold \$100 Million In Services Over 10 Years At Healthy Margins</b>	MORRISON SUPPLY COMPANY a MORSCO company \$500,000 Savings from \$100,000 Investment, 1.3 Million Pages Made Paperless	
Powering connections Consolidated 30 Old Systems to One Current Technology	25+ apps in 90 days. 198 User Stories Defined, 45 into production, FIRST AGILE SUCCESS for company.	CROSSMARK \$10 Million per year Sales Gain Over Five Years	Replaced \$750,000 Software Package For \$125,000, \$350,000 Savings Per Year Due to Extreme Cost of Mistakes, in Production in 120 days.	

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Delivered Bankruptcy Technical

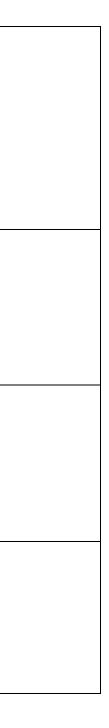
640 Requirements consolidated to 284 User Stories, Process Mapping, Architecture, ERD, 38 Standard, 7 Custom Salesforce Objects, Nine Integrations, 45 Record Types Defined in 90 Days with Requirement Traceability		<b>HYUNDAI</b> \$100,000+ Savings from Prototype in 60 days
		Powering connections \$300,000/year Savings, \$2.5 Million Additional Savings Identified, \$500,000 Payback from One Power User. 30% Reduction In Cost, Steps for Project Management throughout Company
		Fidelity Reduced "Time to User Value" from 5 Months to 30 Days
		Client Name Withheld to Protect Confidentiality Order Processing Time Reduction from 5 Days to 1 1/2 Days. Project completed in 90 days.

### CRM Expert Witness Win: \$3.5 Million Settlement for Client

#### Tom's Education, Certifications, Publications

- SALESFORCE PLATFORM DEVELOPER 1 Certification\* (95%)
  Salesforce Admin 201 Certification
- Certified Management Consultant Certification, 2004, the Institute of Management Consultants, (expired)
  PMP Certification, 1994

- Book, Peer Reviewed Journal Study published by PMI, 1996-1998
  Dozens of articles, case studies on effective results from computer projects
  B.S., Iowa State, Electrical Engineering minor work, Business Degree, 1997, prior to



### Additional Details:

- <u>Tom's Salesforce Technical Resume</u>
   <u>Tom's Revenue Generation Record</u>

\*Contact Us in Dallas, Texas, USA at <u>tom@tomingraminc.com</u> \*Success stories, client quotes, estimated costs and benefits are derived from actual projects but may have been altered for simplicity, teaching purposes or to protect confidential information.

\* Tom took Salesforce Platform Developer 1 certification test twice between July and Sept. 2020 and missed passing by 2 questions. I consider this credential 95% earned.

\*\*Project did not proceed as expected in this original estimate with client. Reevaluation is in process.