



# Skehana

Founded by past EPM executive leaders and EPM product consultants, Skehana resources have serviced more than 2500 EPM clients worldwide over the past 25 years. By combining top EPM talent with low overhead/zero sales commissions, Skehana provides these top resources with the best valued rates in the EPM consulting industry.

In a “people” business, it is just as important to match personality and work ethic as it is technical skills. Each Skehana consultant is personally “hand selected” for every client project based on these and many other important aspects such as desire, location, and industry knowledge.

Skehana consultants average more than 15 years of hands-on EPM experience they learned while working directly at Hyperion Solutions, Inc., Tagetik, and/or one of their clients. Most have been in your shoes and understand the importance of client satisfaction with guaranteed success.

With offices in Connecticut, Chicago, Los Angeles, New York, Washington DC, and Europe, Skehana is best suited to service your regional and global EPM needs.

## Service Offerings:

- Skehana’s sole focus is in the assessment, selection, implementation and maintenance of **Enterprise Performance Management (EPM) and Business Intelligence (BI) solutions.**
- Skehana provides project-based, consultative resources depending upon current resource needs.
- Skehana consultants have vast experience in higher education, financial services, manufacturing, healthcare, public sector, and entertainment industries with clients ranging from F100 to regional divisional offices.

**Skehana’s Name:** The word “Skehana” comes from a small fishing village in Ireland where it is in the DNA of its people to work hard to earn an honest living, and where neighbors still feel comfortable leaving their doors unlocked. We selected “Skehana” as it best suits our culture of honest hard work where integrity and customer service still matters.

“We started working with Gary & Jeff in 1990. We won’t go anywhere else when it comes to EPM.” – CFO, F500 Insurance Company

## Solutions Include:

- Managed Services
- Agnostic EPM Assessment Programs
- OneStream
- Host Analytics EPM
- Tagetik EPM
- Hyperion Financial Management (HFM)
- Financial Consolidations & Close Cloud Services (FCCS)
- Planning & Budgeting Cloud Services (EPBCS)
- Hyperion Planning, Essbase, and FDMEE/OBIEE
- IT/Infrastructure
- Administration Services
- Project Management

“We tried other firms, but no one had more experienced consultants than Skehana. Their successful EPM project was key in meeting our MBO requirements.” – Skehana Client CIO

“Skehana is composed entirely of seasoned, highly experienced EPM professionals. Their wealth of knowledge drives their reputation for delivering the highest quality results for their clients. At the end of the day, adding true value to their clients is what it's all about.” – Director of European Operations

## Contact Us Here:

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**Jeff Wainwright:** A New Jersey native of Irish descent, Jeff was a Hyperion client years before joining Hyperion in 1993. As the former Hyperion Vice President of Development for Hyperion Financial Management (HFM), and Hyperion Enterprise, Jeff founded Skehana Systems in 2002 using his 30 years of EPM experience to help clients select and implement the appropriate solution for their consolidation, reporting and planning needs. After HFM revolutionized the CFO's desktop, Jeff moved into the Hyperion partner community, founded Skehana and still retains the initial founding client 11 years later!



**Gary Reck:** A Wisconsin "Cheesehead," and past Hyperion client, Gary joined Hyperion Solutions in 1992 as Consulting Manager. As the President & CEO of Skehana Systems, he has over 20 years of executive experience in EPM, overseeing exponential growth, and developing a following of industry experts in the Hyperion world. Best known for his philosophy of work/life balance for consultants and clients, Gary has promoted a company culture focused on client satisfaction and family loyalty as Skehana's top executive.

**Audrey Wong:** Southern California-based and an ex-Hyperion employee as well, Audrey has a 26-year career of designing, developing and implementing the Hyperion EPM suite of products. She is a HFM and Enterprise expert and has also been the Project Manager for Fortune 100 companies which included implementations of multiple Hyperion/Oracle EPM products and multi-company roll-outs. Audrey has participated in Tagetik implementations as a Project Manager and Lead Consultant.

**Beth Hale:** San Francisco-based, past Hyperion Solutions employee, Beth is Skehana's Director of Emerging Markets. She is an accomplished and integrity-driven Hyperion Enterprise, Hyperion Essbase and MicroStrategy professional offering over 20 years of business success in project management, consulting, and technical training for Business Intelligence applications and financial reporting and analysis tools. Beth manages partner relations and has participated in Tagetik implementations as a Tagetik CPM Application Consultant.

**Bill (William) Escobar:** As a Hyperion-certified consultant, Bill has 20+ years of EPM accounting experience specializing in intercompany, currency translation, SEC reporting, budgeting & planning, and financial reporting. He has vast experience in financial statement consolidations and specializes in HFM and FDM. As a past employee of Hyperion and their partners, Bill has participated in over 20 HFM implementations at various domestic and international clients and is bilingual in English and Spanish.

**Jane Kozuch:** Southern California based former, longtime, Hyperion Solutions employee and an HFM Senior Solutions Architect with over 75 implementations at over 150 Hyperion clients. Jane has deep experience in designing, implementing, troubleshooting HFM and also is an expert at advanced consolidation logic. She is a past Hyperion Solutions Readiness Manager meaning that many of the original HFM expert consultants in the marketplace today received their initial training from Jane! Clients love her!

**Kelli Nolli:** New York-based, multi-lingual PBCS, Hyperion Planning, and Essbase Senior Consultant specializing in the analysis, development, and system administration of Oracle EPM financial system products with focus on consolidation, financial reporting, budgeting and forecasting, and utilizing tools such as Essbase and Planning, FDM(EE), EPMA and Hyperion Enterprise for small to large multinational corporations.

**Michelle Glaze: (Host Analytics)** Michelle is an EPM expert specializing in Host Analytics software as a Senior Architect in the bio-chemistry industry. Michelle's implementation experience includes full cycle Host Analytics implementations, template/report writing, creating and delivering training classes in the overall usage of the Host Analytics application from requirements gathering to go-live support. She also has automated the process from Host Analytics to Excel to eliminate the risk of manual input errors. She is excellent at integrating Host with other disparate ERP, EPM and healthcare-related solutions and provides expertise to all aspects of the solution from requirements to design to data reconciliation.

**Michelle Uhar:** Michelle is an experienced functional/technical recruiter and account manager on the Skehana team, locating "A+" EPM resources for project consulting opportunities. With expertise in the entire recruitment life cycle, she is the liaison between potential clients and resources, managing both sides of the project to keep communication and collaboration channels open.

**Pat Wainwright:** Pat, a finance executive, entrepreneur and grandmother of seven is a native New Yorker. Pat serves as Skehana's Global Head of Financial Operations and is the managing executive at Skehana's Headquarters in Brookfield, Ct. Skehana gets its name from Pat and her Irish mother Katie, who was born and raised in Skehana, Ireland located in County Cork.

**Silvana Lucca: (Planning/Essbase)** Bi-lingual, senior Hyperion Consultant with over 16 years of IT experience including application design and development using Oracle/Hyperion Essbase as a Developer/Analyst with analytical, designing and training skills. Silvana has proven technical skills in implementing and maintaining Essbase and Planning cubes and has exposure to Essbase and Planning on the cloud. Internationally, she has worked through all stages of many implementations including requirement gathering, planning, designing, coding, testing, training, documenting and User Acceptance Testing of the applications.

**Steve Steckelberg: (HFM/OneStream)** System implementation expert with over 24 years of experience for Oracle/Hyperion and OneStream XF financial reporting and budgeting systems. Steve has excellent analytical, interpersonal, problem solving, and communication skills. With a background in accounting, Steve easily understands the user requirements of the system.

**Steve Thompson:** Los Angeles-based HFM team member, system administrator, and Enterprise expert. Steve has an MBA with an accounting degree and is excellent for creating and conducting end-user training, report writing, and maintenance/support of an existing application. Steve also has 2+ years of experience with HFM and completed the 11.1.2 admin class.

**Theresa Quinn: (Planning/Essbase)** Senior Hyperion Consultant with strong Project Management and troubleshooting skills combined with a technical background and experience in finance, business, IT, and process improvement. Over her 10 years of Hyperion experience, Theresa has been responsible for implementing all phases of EPM solutions using Planning, Essbase, Public Sector, Cloud, Hyperion Financial Management (HFM), Financial Reports, Web Analysis, Smart View, Financial Data Management Enterprise Edition (FMEE) and Oracle Data Integrator (ODI) in all roles including architect, project manager, senior consultant, and trainer.

