



# Skehana Systems, LLC

## Providing Top EPM Resources

Founded by past EPM executive leaders and EPM product consultants, Skehana resources have serviced more than 2500 EPM clients worldwide over the past 20 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 12 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, Charlotte, and Dublin, Ireland, Skehana is best suited to service your regional and global EPM needs.

### Solutions Include:

- Managed Services
- Hyperion Financial Management (HFM)
- Financial Consolidations & Close Cloud Services (FCCS)
- Planning & Budgeting Cloud Services (PBCS)
- Hyperion Planning, Essbase, and FDMEE/OBIEE
- IT/Infrastructure
- Administration Services
- Project Management
- Host Analytics EPM
- Tagetik EPM
- SAP ERP

“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

### Service Offerings:

- Skehana’s sole focus is in the implementation and maintenance of Oracle’s 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

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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.

**Matt Brady:** Matt joined Skehana in 2011 as with a broad BI background after 10 years as a consultant for Fidelity Investments and various domestic and overseas clients. Matt has a unique combination of Hyperion application and technical skills on the most recent versions of Essbase, Planning, ODI, OBIEE, BRIO (Interactive Reporting) AND IT/Infrastructure. Matt's dual Finance degree and IT/Infrastructure and BI experience provide a unique view of Hyperion solutions from every angle, maximizing user acceptance.

**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.

**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.

**Craig Masters:** Southern California-based, seasoned HFM Senior Solutions Architect who joined Skehana in February 2011 with over 12 years of professional experience developing and implementing dynamic Hyperion software solutions. Craig and Gary have been working together since Craig was a client prior to joining Hyperion in the late 90s. Craig has a great reputation in the Hyperion industry as many clients ask for him by name. He has substantial experience in reporting and analytics coupled with deep Hyperion v 11.1.2.x design and delivery capabilities.

**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!

**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.

**Tom Linton:** Seattle-based past Hyperion client, employee and partner, Tom is a Hyperion-certified Senior Solutions Architect with more than a decade of experience with numerous full cycle Hyperion projects, successfully implementing 50+ financial reporting and consolidation applications in HFM for US and Canadian companies spanning a multitude of industries, Tom has expertise in HFM applications and Hyperion Reporting tools with an understanding of customers' processes, pain points, business needs and technology,

**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-country roll-outs. Audrey has participated in Tagetik implementations as a Project Manager and Lead Consultant.

**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.

**Brian Barnes:** Arizona-based, Senior Hyperion Planning and Essbase Architect with over 22 years of extensive hands-on tactical implementation experience in addition to strategic guidance in implementation of best practices within multiple industry verticals. As a consulting executive, he is primarily responsible for solution design, build and project implementation management. Brian currently owns and operates our "sister" company, Trikon, and has various levels of Hyperion Planning consultants on his Hyperion team as well.

**Pete Puskas:** Austin, Texas-based, Senior IT/Infrastructure Director who has extensive experience with designing and implementing Hyperion product suites, and a strong technical foundation of hardware, software, networking, security and troubleshooting expertise. Pete has excelled at migrating from pre-System 9 to System 9 and 11.x and System 9.x to versions up to and including 11.1.2.x, and delivers highly customized environments using non-standard technologies.

**Kelly Reck:** Kelly 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.

