# Brian Jones Project List

* Ecolab - International Paper use-risk billing improvement resulted in $500K in margin savings, identified and prioritized via a SharePoint / Power BI / Access / Excel VBA based system, coordination with the sales force, and inventory control automation.
* Ecolab Paper Gross Margin Improvement program identified $5M in savings opportunities, $1.5M implemented to date, including innovations, cost reductions – accomplished via working with regional sales VPs, their district managers, plus marketing and finance to identify and drive implementation. Coordinated via SharePoint and Power BI.
* Ecolab Customer Partnering Excellence (CPE) Green Belt coaching / certification including program recruited 30 participants, 10 were certified – completing over $1.9 M in projects involving automation, logistics and product optimization - improving customer's water, energy, and other KPIs with cross-division / international participation, in Paper, Colloidal Casting, Automotive industries. Knowledge sharing and reporting tied together PowerSteering, SharePoint, VBA, Microsoft Access, Excel.
* Ecolab Merger and Acquisition management resulted in $35M Abednego, $40M Cascade Water acquisitions, via using PM tools and aligning functions (IT, Finance, HR, Supply Chain). Created SharePoint / MS Project / Power BI PMIS for task updating, schedule adaption and project reporting.
* Ecolab New major-account conversion process automation sped conversion of new major new Food & Beverage and Institutional accounts by 2x. System used replication of multiple similar solutions built from SharePoint / Microsoft Access / VBA / Outlook data input forms / Excel. Some of the accounts include:
  + Mondelēz
  + Coca-Cola
  + Aramark
  + Molson-Coors
  + Hilton.
* Ecolab Commercial Digital Solutions PMO Agile process automation enabled entrepreneurial idea generation / execution, developed on cloud-based system with process flows. Process flows created in SharePoint.
* Motorola Solutions - Mentoring led to certification of 1 Black Belt and 7 Green Belt candidates with projects resulting in over $1.75 million in savings in the Americans Services sales organization.
* Motorola Solutions Strategic partnership business review framework led to relationship validation of 44 critical service partners, via cadence, content and scorecard methods. For 12 key supplier reviews and 2 comprehensive reviews, presented results to telecommunications service partners.
* Motorola Solutions Improvement initiatives resulted in optimized Americas Services New Product Introduction process (via Value Stream Mapping), Accounts Payable processes.
* Motorola Radio and data system integration enabled $125 million in sales, by effective and diligent project management plus demonstrating functionality of 36 to customers from around the world (all separate projects), including:
  + City of Philadelphia
  + LAPD Jordan Downs Video Mesh system
  + US CDC

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| --- | --- | --- | --- |
| Year | After Discount (Millions) | Before Discount (Millions) | Customer Demos |
| 2010 | $ 21 | $ 27 | 6 |
| 2009 | $ 30 | $ 42 | 11 |
| 2008 | $ 18 | $ 21 | 5 |
| 2007 | $ 23 | $ 29 | 3 |
| 2006 | $ 23 | $ 28 | 9 |
| 2005 | $ 10 | $ 10 | 2 |
| Total | $ 125 | $ 157 | 36 |

* Motorola Staging of all MotoMesh WiFi systems during NPI enabled several million in sales of a new critical product by an acquired company.
* Implementation of MySQL bug tracking open-source quality tracking system for staging led to reduction of common staging defects.
* Revamp, streamlining and automation of shipping readiness system led to tailored pre-shipping checks eliminating escaping defects. Automated via custom website with engineering support team help.
* Updating of over 70 staging processes led to a 0 deficiency ISO audit.
* Three projects won internal Motorola awards for innovation and execution.
* Motorola Optimization of automated line ops led to over $1 million in savings.
* Motorola Closed loop SPC plus DOE, GR&Rs led to manufacturing of an innovative compact cell phone. Created with VBA programming, Excel and Mititoyu QuickVision inspection device, and working with machine vendors to determine coordinate systems.
* Motorola Visual Basic quality system automation led to low defect rate for new factory.
* US Navy implementation of automated ammunition admin in DBase IV led to no lost lives or weapons / ammunition.