

MARC THIBAUT

Systems Analyst, Planner, Consultant

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There is a better way to plan. A way that can make *on-time and under-budget* the norm rather than the exception.

There are systemic problems with project estimating that flout the law of averages and give us high-risk plans with unattainable targets. For over a year, I've been working with a loose collection of other experts to develop the tools and techniques to fix this. We call it Probability Management.

I have a decade of marketing technology experience at Xerox, senior management in two high-tech startups, and twenty years of solving business and technical problems on behalf of management clients.

PROFESSIONAL PROFILE

- Senior-level IT and business professional.
- Government and private sector experience.
- Personal, interactive and incremental style—no surprises.
- Skilled user interface and software designer.
- Strong interpersonal, written, and verbal communicator.
- Experienced with a wide variety of tools and technologies.
- Security clearance on request.
- Available for full-time, contract, or ad-hoc engagements.

EXPERTISE

- Management and Consulting
- Simulation and modeling of projects and processes (Probability Management)
- Project planning
- Crystal-clear objectives, mission statements, requirements capture
- Quantitative Analyses
- Process modeling
- User-centered design
- Software models, prototypes and code
- Javascript applications
- Excel/VBA applications
- Research, analysis and data presentation
- Project charters
- User documentation and training

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PROFESSIONAL EXPERIENCE

Independent Consultant

Business and Systems Analyst

Eastern Ontario, 1991 - present

- Developed Excel/VBA add-ins for planning, estimation, simulation and management presentation.
- Developed advanced techniques for managing uncertainty and risk in project plans and projections.
- Developed JavaScript tools for quantitative risk analysis, modeling and simulation.
- Conducted opportunity assessments to help management clients translate objectives into effective and efficient plans to realize them.
- Provided management clients with research and analysis as the basis for informed decisions.
- Developed business cases, strategy, plans and proposals on behalf of management clients.
- Developed technical reference manuals.
- Conducted training needs assessments, developed training strategy, and designed curricula for technical internship programs.
- Interviewed stakeholders and facilitated workshops to clarify objectives and develop requirements use cases, storyboards and prototypes.
- Designed, developed and implemented hardware and software systems.
- Developed IT Security compliance programs and project plans. Conducted TRAs and facilitated C&A. Developed MITS compliance standards, aids and documentation templates.
- Designed, developed and implemented web sites.

DMR Group

Associate Director, Technology Consulting

Ottawa, 1989-1990

- Prepared sales presentations and proposals.
- Prepared disaster recovery plans.
- Managed system development projects.
- Prepared system migration plans.

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Technologie Comterm

*Vice President & General Manager
Ottawa, 1985-1989*

- Developed and executed business, financial and marketing plans.
- Managed a team of engineers and programmers developing hardware and software products for workflow and information management in the then new PC/LAN market. Evolved to capture 70% of Canadian Federal Government procurement.
- Managed creative staff developing product documentation and marketing materials.

Bell and Howell

*Manager, Data System Technology
Chicago, 1984-1985*

- Designed a new product suite to upgrade B&H's microform clients with electronic document capture, storage and retrieval technologies.
- Identified sources of components from B&H engineering labs, and from European and Japanese manufacturers.

Delphax Systems

*Manager, Marketing Technology
Toronto, 1980-1984*

- Developed the maiden business plan and marketing strategy for this electronic printing startup.
- Identified a market niche where the technology offered an unfair advantage and the company could avoid competing in a market dominated by the likes of IBM and Xerox.
- Managed product marketing and communications.
- Managed trade show participation, product launches and demonstrations.
- Managed the design, development and implementation of product prototypes.

SDS/XDS/Xerox Canada

*Various Roles
Ottawa and Toronto, 1967-1980*

- Managed major product launches and trade show participation.
- Managed pre- and post-sales support teams for mainframe hardware and software systems.
- Designed, developed and implemented tailored hardware and software solutions to meet client needs.
- Exceeded quota as a commissioned salesman selling Xerox terminal and microcomputer products.

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Education

BSc. Physics Loyola College, Montreal (Laval University)

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