

## Curriculum Vitae

Name: Daniël Frederik Gieskens  
Birthday: November 9<sup>th</sup>, 1965  
Marital status: Married  
Address: Schapenweide 14  
2353 MN Leiderdorp  
Tel: +31-650283934  
E-mail: Web version: e-mail address removed to avoid spam  
Contact by phone or via LinkedIn: <http://nl.linkedin.com/in/dgieskens>

### Summary

I have been working with Accenture<sup>1</sup> from January 1993 until October 2009. My last position was Senior Executive (partner) in the Systems Integration & Technology group for Energy clients. I have over 16 years of professional experience in various projects and programs, mostly within the oil & gas and utilities industries. Over the past 10 years I have worked in project and program manager roles at Shell, Gasunie, DAF, and various utility companies.

My main strengths are:

- Project and program management
- Strong (IT) delivery skills
- Affinity with ICT and the ability to apply this in a business context
- Deep industry knowledge of oil retail and marketing
- Analytical; ability to quickly grasp complex concepts
- Experience in international/multi-cultural projects
- Pioneer; I thrive on new challenges

### Education

08/1984 – 06/1992     MSc. Information Technology, Delft University of Technology  
Propaedeuse (cum laude), August 1985  
Thesis (June 1992): "Controlling User Interface Objects through Pre- and Postconditions", an extension of a user interface dialogue representation in User Interface Management Systems and prototyping tools. Under the supervision of Prof. dr. J.D. Foley, George Washington University, Washington, D.C., sponsored by Sun Microsystems.

08/1978 – 06/1984     Athenaeum, Baarns Lyceum & Rijnlands Lyceum Oegstgeest

### Work experience

01/2010 – current     Director at Z.E.V.I. (Zonne-Energie Voor Iedereen)  
Consulting and project management for solar energy and other renewables

01/1993 – 09/2009     Accenture  
Latest position: Senior Executive in the Systems Integration & Technology group, aligned with the Resources (oil & gas, chemicals, natural resources, utilities) client group.  
See 'detailed project experience' below for more info.

---

<sup>1</sup> Accenture - formerly known as Andersen Consulting until January 2001

- 08/1991 – 02/1992     Research assistant at the Delft University of Technology  
Maintenance of a User Interface Management System.
- 02/1991 – 06/1991     Visiting Research Scientist at the Georgia Institute of Technology, Atlanta, Georgia  
Research in the area of User Interface Management Systems.
- 06/1987 – 06/1989     Partner of the V.O.F. Select Automatisering, Delft  
Various automation projects for small businesses.
- 11/1987 – 03/1990     Teaching Assistant, Delft University of Technology  
Assistant for various programming courses.

### **Extracurricular activities**

- 11/1998 – 01/2003     Founder and chairman of the Delft Informatics Alumni-association (DIA).
- 11/2000 – 10/2002     Chairman of the Accenture NL works council.
- 02/1992                 Publication: “Controlling User Interface Objects Through Pre- and Postconditions”, D.F. Gieskens and J.D. Foley, in proceedings of the ACM SIGCHI '92 conference, May 1992, Monterey, CA.
- 02/1992                 Publication: “Building User Interfaces Interactively using Pre- and Postconditions”, M.R. Frank, J.J. de Graaff, D.F. Gieskens and J.D. Foley, in proceedings of the ACM SIGCHI '92 conference, May 1992, Monterey, CA.
- 09/1987 – 08/1992     Member of the “Association des Etats Généreux de les Etudiants de l'Europe” (AEGEE), a European students association.
- 11/1991 – 05/1992     Secretary of the logistics committee for the 5<sup>th</sup> European Space Conference (AEGEE).
- 04/1989 – 08/1989     Organisation committee of the AEGEE Delft Summer University & teacher at the computer courses.
- 10/1986 – 03/1987     Lustrum committee for the 6<sup>th</sup> Lustrum of the Technical Mathematics and Informatics study-association Christiaan Huygens.

### **Languages**

Dutch:	Native
English:	Fluent
German:	Basic
French:	Basic

## Detailed project experience with Accenture

- 01/2009 – 07/2009 Shell Gas & Power: Project manager for the implementation of a Commodity Trading and Risk Management (CTRM) system, based on OpenLink Endur and iOPT, for the European gas marketing business. Daniel and a Shell PM were jointly responsible for the management of this project in which Shell, Accenture and OpenLink worked together to deliver the required solution. During the 4 month blueprint phase the project delivered an extensive process model, a solution architecture, a fit/gap analysis for the OpenLink packages, and the estimates and plans for the implementation phase. In the implementation phase a 75 FTE team was delivering the solution and the organizational change.
- 11/2008 – 12/2008 Eneco: Program manager Stroomopwaarts. The stroomopwaarts program consisted of a number of projects delivering the business and system changes for the (government regulated) split between grid operator and service company, and the introduction of smart meters. These projects were in flight, but not delivering according to schedule and budget. Daniel helped to (re)structure the program and improved, among others, the governance structure, estimating and planning processes, project organization, and the working relationship between the business and the IT project organization.
- 07/2008 – 10/2008 Gasunie: Project manager for a GIS implementation. This project was having serious problems and Daniel took on the role of project manager to get the delivery back in shape.
- 09/2005 – 09/2008 Client partner for Shell Downstream Netherlands, responsible for sales & delivery of the Accenture engagements for Shell Downstream in The Netherlands. Engagements under Daniel's supervision included:
- Cards-IT: A team supporting various fuel cards projects with project management, process analysis, testing, interface design and conversion support.
  - euroShell operations: Support for regression testing, cards competence centre and service management for the cards operations organization.
  - Streamline Sell to Cards Customer (StCC): Cards streamline process design team, business change manager, CVP definition and marketing advice.
  - OPC program: Project managers for country implementations.
  - Terminal Automation Systems (TAS): Business analysts to support impact analysis and design work in the TAS program.
  - Icebox program: Business analysts and implementation support for the Icebox implementations in the Nordics and later implementations.
  - PM toolkit: project management and technical design for the implementation of the PM-toolkit.
  - K2 workflow pilot: Implementation of a workflow pilot in Shell DS.
  - Various: people in various roles for, among others, AD&P IT skillpool, Metax Denmark, BSM distribution support, BIM change management, GI-NG DS program, Streamline test tools, GSAP Manufacturing.
- 07/2007 – 12/2007 Shell downstream: Marketing IT Programme Delivery Manager, responsible for coaching programme managers, implementing organisation changes and improving project and programme delivery in the Marketing IT portfolio.

- 03/2007 – 05/2007 Shell downstream: Retail IT Review. Member of a task force to review the Retail IT organisation and programmes and recommend improvements.
- 09/2006 – 09/2009 Quality Assurance director for Vitens (water distribution company). As the QA director Daniel was responsible for regular quality reviews on client engagements and ensuring client satisfaction. In this role he helped the client partner and his team to recover from a weak delivery track record to a strong delivery organisation with a client satisfaction score of 6.3 on a 7-point scale.
- 01/2006 – 11/2006 Shell downstream: Cards Programme Manager, responsible for the portfolio of fuel cards projects in Europe.
- 01/2001 – 01/2006 Shell downstream: Cards development manager, member of the program management team in the European rollout of a fuel cards system. The five year program (\$90mIn) involved the roll-out of a fuel cards system in 25 European countries, including process standardisation, system enhancements, interface development, conversion, testing, and transition to operations.
- Responsibilities:
- Cards development manager: Responsible for all development activities within the program, including: conversion, interface design, changes to the cards systems, testing and management of (off-shored) development/build activities performed by external parties.
  - Project management of the implementations in France, Italy, Spain, Portugal, Norway, Denmark, Finland, and Dutch subsidiaries.
  - Managed teams with total span of control of 20-40 FTE plus indirectly another 10-30 FTE in off-shore development.
- 10/2000 – 12/2000 Kappa Paper & Packaging: Subject matter expert and lead manager for the definition of knowledge management strategy. In this project we developed a knowledge management strategy and pilot plan for the organisation. This project included several workshops with subject matter experts and client executives to facilitate the identification of the strategic direction for knowledge management. Based on this strategic direction and other factors a pilot was defined and planned.
- 07/2000 – 10/2000 NUON: Project manager for the definition of an eCommerce architecture and release planning. The client intended to improve its customer service to its mid-market clients through innovative eCommerce capabilities. Daniel helped them determine the feasibility and prioritization of these capabilities, developed an eCommerce architecture to support these capabilities, and developed an implementation (release) planning, including timing and cost estimates.
- 04/2000 – 07/2000 DSM: Definition of an eCommerce architecture and release plan. Responsible for all IT related components in the eCommerce strategy for a chemicals business unit, including a number of architecture scenario's, cost/benefits, and the estimating of the development for a number of eCommerce capabilities, based on the organisation's capabilities and IT infrastructure.

- 01/2000 – 04/2000      Essent: Definition of high-level architecture for the core systems of a power generation plant. Faced with deregulation and this energy production company had to innovate its systems to allow (near) real time monitoring and management of power generation based on the contract portfolio. In this project Daniel defined a high-level architecture and a blueprint for the landscape of their core systems, based on the company's strategic direction and market trends.
- 05/1998 – 12/1999      DAF: Project and program management for delivering a set of marketing and sales applications. In this project Daniel was initially staffed to support the program management function by improving the development methodology, planning & estimating, standardisation and vendor management. After a couple of months he became the project manager for one of the projects: the development of an application for the truck dealers to allow them to configure, customise and sell service contracts. His responsibilities included project planning, scope management, managing the relationship with the external vendor who did the actual development, and managing the relationship with the business stakeholders.
- 07/1998 – 12/1998      KLM: Reorganisation of an IT department: coaching of the new knowledge development manager and his team. As part of a reorganisation of the IT-department we introduced a new unit responsible for knowledge development and knowledge management. Daniel coached the client manager who was responsible for this unit in knowledge management concepts and on the strategic direction (goals, targets, initiatives and business plan) of the unit.
- 07/1997 – 02/1998      ING: Project leader for the selection of a "message broker", a middleware (eAI) package that handles the communication (messaging and file transfers) between various heterogeneous applications. In this project Daniel became an expert in this (at that time) relatively new technology area, defined the requirements, and managed the vendor selection and tender process.
- 04/1996 – 07/1997      EnergieNed: Lead consultant in a Knowledge Management project. This project developed the IT strategy related to knowledge management and electronic communication, implemented a knowledge management system (Lotus Notes), including several pilot applications, and managed the organisational change aspects (workshops, working with executives on direction and initiatives, training and coaching).
- 01/1996 – 04/1996      ING: Knowledge Management pilot. Design and implementation of Lotus Notes applications for a group of meta data architects and the development of business cases for knowledge management in various business units. In this project Andersen Consulting helped the client develop a vision on knowledge management and implemented a pilot. Daniel was responsible for the development of the pilot application (including requirements analysis) and the development of the business cases and presentations.
- 10/1995 – 01/1996      Ministry of education: Advice on a strategy for their financial system: Daniel was part of a team doing an analysis of their current system and future information needs, both functionally as technically (architecture).

- 09/1995 – 09/1995 Ministry of justice – immigration services: Definition study for a financial system, based on SAP\R3, an analysis of the applicability (costs and benefits) of SAP/R3 for this organisation.
- 12/1994 – 07/1995 Regional police force Amsterdam: Lead consultant for the design and implementation of a client/server “location server”, a system designed to register locations and to maintain location tables in various other police systems. In this project Daniel was the lead consultant, managing a team and working with the client, to do the requirements analysis, design and implementation of this application.
- 09/1994 – 08/1995 Court house of Amsterdam: Analysis of the applicability of Workflow Management and Document Management Systems in the courthouse processes. In this project Daniel interviewed key client personnel to identify the work and document flows, based on which he developed a recommendation for a document management system.
- 02/1994 – 08/1994 EnergieNed: Benchmark of Dutch energy distribution companies. In this benchmark the project developed a framework for the major processes in utilities companies, supporting the analysis of the companies’ performance and factors influencing this performance. Daniel was responsible for the development of the application used for the statistical analysis of the benchmark data. He also performed the data analysis and co-authored the final report.
- 03/1994 – 04/1994 EnergieNed: Design of a prototype account system for the management game “Contractmarkt 2000”, which simulated the deregulated electricity market. We developed a management game to simulate free trade of electricity contracts, which was played by chief executives of Dutch utility companies. Daniel developed the first prototype of the account system, that was used to calculate all contacts, production, trade and financial ledgers of the simulated companies.
- 10/1993 – 01/1994 Robert Fleury Stichting (Psychiatric hospital): Strategic Information Planning. Development of a strategic IT plan, based on the hospital’s new business model. Daniel interviewed client executives and analysed the information needs and developed an IT architecture and high-level requirements document, based on the future processes.
- 06/1993 – 08/1993 Ministry of defence: Design and implementation of on-line SAP\R2 (RF RM) programs for a materials management and production planning system. This role included the coding, debugging and testing of SAP/R2 ABAP programs.
- 06/1993 – 08/1993 Ministry of justice: Implementation of SAP\R2 (RF) for a financial system. I implemented various credit and debit management reports.
- 04/1993 – 05/1993 Bouwfonds mortgage services: Design and implementation of a “bridge” (data model conversion) from Uniface to Design/1: development of a program to convert a data model description from the Uniface case development environment to the Design/1 case tool.
- 02/1993 – 03/1993 Bank: Review of a technology plan. In this project Daniel assisted a manager in the review of the IT strategy for a bank after a recent merger.