

Luis-Pablo Grijalva
35 Laurelhurst Circle
The Woodlands TX 77382
Tel. 832 651 9698 e-mail lpgrijal@swbell.net

SUMMARY

I am a multi-disciplined professional with over 20 years of international experience envisioning change, planning change and managing change in oil companies, major consulting firms, electric utilities and financial institutions. I have a proven track record in information technology and knowledge management including advanced training tools and techniques. I am a conceptual and strategic thinker capable to lead high-impact multidisciplinary teams

SELECTED ACCOMPLISHMENTS

- I led the successful integration of IBM and Price Waterhouse (PWCC) in the Latin America Region (7 countries, 3 languages, 2000 employees)
- I successfully led all aspects (from technical to behavioral) of SAP implementations for companies such as Pemex (Mexico's Oil Company) and IBM
- Reversed an IBM business units 9 quarter streak of losses to the first quarter of profit (I was directly involved in successfully selling two projects totaling over \$25 million)

PROFFESIONAL EXPERINCE

Prairie View A&M University / SungardHE (04/2007 – To Date)
CIO

I am responsible for Managing: Applications IT infrastructure The Network and Voice over IP for the campus

DeVry University (01/2004 – 03/2007)
Dean of Engineering and Computing Technology (Houston Campus)

I was responsible for managing the Curricula, the Students and the Faculty of Computing Technology and Engineering Programs

IBM-PwCC integration (09/2002 – 12/2003)
Project Office Manager (Latin America)

I was the Project Office Manger for the successful merger of PWCC and IBM in Latin America.

IBM Global Services Latin America (11/2001 – 08/2002)
Principal

I mentored to a sales team as it was being refocused to sales of services and was responsible for the quality and profitability of consulting engagements.

IBM Global Services (4/1998 – 10/2001)
Principal SAP Internal Practice

I directed sales and delivery for the IBM World Wide Fulfillment SAP implementation. My responsibilities also included quality assurance, customer satisfaction, dependency management and change management. As well as managing 20+ professionals in 4 countries. SAP World Wide Fulfillment was implemented in the US, 7 European countries and Japan (\$5 million per year of savings just in legacy maintenance avoided). I also conducted Independent Project Management Assessment that reduced implementation time by 5% and dramatically increased customer satisfaction (Estimated savings \$0.5 MM per year).

Pemex
CIO**(10/1995 – 2/1998)**

With annual sales of approximately \$23 Billion (about half the sales of Chevron), Pemex is the largest company in Mexico. Pemex's contribution to the federal budget is more than 30%. As the corporate CIO (reporting to the CFO), I was in charge of the departments of Accounting, Information Technology, and Taxes (300+ professionals). My responsibilities also included preparing financial statements and SEC filings. Furthermore, I prepared a comprehensive study (in collaboration with the Mexican tax authorities) to balance the government's need for revenue with the Oil company's need for investment capital in order to allow Pemex to keep abreast with the oil demand by investing to increase reserves.

Interlogos S.A. de C.V.
Owner and CEO**(10/1992 - 9/1995)**

Interlogos, an \$850,000 dollars annual revenue firm, focused on Strategic Consulting, Software Development and Computer Based Training. As founder and CEO, my responsibilities were sales, delivery, and general management (including recruiting and mentoring). Interlogos achieved over 30% profit margin and over 95% customer satisfaction. Among the consulting projects we can cite a study for the World Bank to quantify the return on its investment on a professional college by a follow up of the career path of its graduates.

McKinsey & Co.
Engagement Manager**(10/1990 - 9/1992)**

During my time there, I led a project to restructure the Mexican Ministry of Education (almost one million teachers). The study was successfully implemented and decentralized the school system to 31 individual states. The theoretical construct of the alternative organizational models is now part of McKinsey's intellectual capital. I also conducted a project to create the methodology to elaborate and evaluate state and regional development plans which later became the country's standard.

NAFIN
CIO**(2/1988 - 9/1990)**

Nafin is the main investment bank in Mexico. Its activities are aimed to finance infrastructure projects and small to medium businesses. During my tenure there, I led the deployment of over 2000 of PC's, along with the necessary change management. I also led the development of the bank's software to successfully migrate all legacy systems to relational database (Oracle) based systems, thus laying the foundations for the modernization of the bank.

Banco BCH
CIO and Director of Operation**(11/1985 - 12/1987)**

As CIO and director of operations reporting to the CEO, my responsibilities included planning and operation of information technology and telecommunications infrastructure, organizational change, process reengineering, and nation wide training. I was in charge of a team of 100+ professionals.

National Institute of Geography, Statistics and Information Technology
General Director of Information Technology**(1/1983-10/1985)**

As a direct report to INEGI's President, my responsibilities were to process national and state polls and census. As part of my job, I sanctioned all expenditures on information technology for the federal government (functioning as a "de facto" Federal CIO); saving the government several million dollars by preventing investments without a solid business case. I also exercised disaster recovery techniques to their full extent (The building containing the census data collapsed during the 1985 Mexico City earthquake. Nevertheless, the entire census information was recuperated)

Treasury Ministry. Mexico City**(2/1981-12/1982)****Chief Advisor to the Ministry CFO**

As Chief Advisor to the Ministry CFO (Official Mayor), my responsibilities were to lead a small team of subject matter experts and counsel the CFO in technical matters.

Proyectos Marinos S.A. de C.V**(1980-1981)****Engineer**

Proyectos Marinos was a private engineering company specialized in offshore drilling. My role was to design and deploy strain-measuring telemetry to improve the design parameters of the offshore drilling rigs. I designed an underwater structural stress telemetry system for offshore drilling rigs and deployed, with a team of deep divers, the underwater telemetry system in two oil-drilling platforms

Electric Power Research Institute and National University**(1978-1980)****Professor and Researcher**

After graduating from college, I spent 12 years alternating between teaching and research jobs. I wrote a book titled "The System Approach" that was for many years a textbook at the Universidad Nacional Autónoma de Mexico. I published several technical papers, among them "A model of the economic impact of pollution in electrical insulators" that was published in the IEEE proceedings. I taught engineering and mathematics as well as management and economics.

EDUCATION

- **EE** in Electrical Engineering from Stanford University (6/1977) Electrical Engineer is a Stanford degree academically placed between Masters in Science and PhD
- **MS** in Electrical Engineering from the Massachusetts Institute of Technology (9/1972)
- **BS** in Electromechanical Engineer Universidad Nacional Autónoma de Mexico (3/1970)

LANGUAGES

Fluent in English and Spanish