

Mr. Philip G. Boland
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Summary - A Senior Executive with 30 years experience in the application software and consulting services industry leading and managing professional teams to deliver sophisticated technology based business solutions for customers to drive significant economic benefit. Held positions ranging from successfully building start up operations to running a global services practice for a software company. Held senior positions based in the United States, Europe, Australia and Asia.

Experience -

Cavan Consulting Pty. Ltd.

Melbourne, Australia

Principal and Founder

2009 to present

Founded Cavan Consulting to provide business and operational support to small and medium businesses of all industries and specialist consulting support to the IT and software sector. In January, 2010 became an accredited associate of the Institute for Independent Business.

JDA Software, Inc.

Scottsdale, AZ

Senior Vice President, Worldwide Consulting Services

2006 - 2008

Regional Vice President, Services (Asia Pacific)

1998 - 2006

Country Manager (Australia and New Zealand)

1996 - 1998

JDA Software (NASDAQ: JDAS) is a US based global provider of enterprise and business optimization software and service solutions to the retail, manufacturing and wholesale industries.

Recruited by JDA in 1996 to lead that company's entry into the Australasian market. Having successfully established the business by securing several new customers and building the local operation, moved to Singapore to head up the regional consulting services practice and to penetrate new markets, including Japan. Expanded the practice significantly across the region and in June 2006 was appointed to the role as SVP of the global consulting services operation of JDA, based in the US.

Senior Vice President, Worldwide Consulting Services

Established a global Consulting Services organization and operation that was previously separate and autonomously run Regional and/or departmental practices. This included implementation of the management structure, operational processes and methodologies, go to market strategy and customer engagement model.

As SVP, provided input and direction to the company as part of the JDA Senior Management Team. Delivered revenues in excess of \$110M and led 450 managers and consultants worldwide.

Regional Vice President, Services (Asia Pacific)

Appointed as Director then Vice President of the Asia Pacific Consulting Services Group and succeeded in transforming it from a small group of software implementers and technicians to a large, professionally run consulting business unit..

Country Manager (Australia and New Zealand)

Recruited by JDA in 1996 to lead the entry into new territories of Australia and New Zealand. Responsible for establishing a virtual “start up” operation as JDA had no presence, in this part of the region. Responsibilities included all aspects of a new operation from securing office space, identifying and developing new customers, hiring staff and establishing marketing networks and credibility for an unknown “brand”.

Price Waterhouse Urwick (Management Consulting Services) Melbourne, Australia
Principal Consultant 1995 - 1996

Headed the regional IT practice for the retail vertical of Price Waterhouse Urwick, the Management Consultancy group of Price Waterhouse Australia. This role combined practice leadership responsibilities with individual selling and execution on specific consulting engagements.

Uniquet, Inc. (acquired PRJ and Associates in 1992) Richmond, CA
Vice President Professional and Development Services 1993 - 1995
Managing Director, PRJ Europe 1991 - 1993
Director of Consulting 1987 - 1991
Project Manager 1986 - 1987

PRJ and Associates was a provider of sophisticated retail merchandise and credit management systems to the Tier 1 market. PRJ, in conjunction with IBM established Quick Response Services (QRS), Inc. In 1992, the QRS business was broken out and prepared for an ultimately successful IPO. The software and services business of PRJ was acquired by Uniquet, Inc, a publicly traded consolidator of business software application companies across multiple platforms and disciplines. In 1995, was the executive responsible for the planned wind down and ultimate sale of that business. Recruited by PRJ from Australia and held a variety of management and executive roles.

Coles Myer Limited Melbourne, Australia
1975 to 1986

Coles Myer was Australia’s largest retailer covering multiple retail brands and formats including Myer Department Stores, Target Australia, Kmart Australia, Coles Supermarkets and a range of specialty stores.

Joined the company as part of the Graduate Executive program and went on to hold a variety of positions in Buying and Sales operations and management before taking on the Project management and execution of a range of business improvement initiatives. These included:

- Project Leader of the Point of Sale replacement project for the Myer Department stores (then Australia’s largest POS project)
- Project manager for the integration of the Myer and Boans buying offices following the acquisition of Boans.
- Implementation Manager on a range of buying, distribution and logistics projects.

Education University of Melbourne Melbourne, Australia
 • Bachelor of Arts (Economics), graduated 1975
David Syme Business School Melbourne, Australia
Caulfield Institute of Technology, Monash University
 • Post Graduate Diploma, Marketing, graduated 1979