

# Fosco J. Zilli

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## Summary of qualifications

- Broad base of experience with international exposure. Excellent strategic, leading and analytical consulting skills with strong customer orientation, effective and efficient communication in three languages at all levels of an organization including CxO level.
- Extensive knowledge of SAP architecture and modules gained as a seasoned consultant with twenty-eight (28) years of SAP consulting experience in managerial, functional and technical areas.
- Senior SAP Utilities Solution Architect and Principal SAP Consultant for the SAP IS-U CR&B (formerly known as IS-U CCS) solution, SAP AMI (Advanced Metering Infrastructure), SAP EDM (Energy Data Management), Work Management and the SAP IS-U FERC (Federal Energy Regulatory Reporting) solution, including integration of SAP solutions to third party applications (e.g. MDMS Systems, mobile solutions). This experience has been attained during more than twenty (20+) SAP full life-cycle implementations at Utility Companies and Municipalities (Electric, Gas and Water), including all aspects of design/blue printing, realization/configuration, testing, training phases and support (from SAP ECC Release 2.2E through ECC 6.0 EHP8 and up to SAP S/4HANA 2023 and Cloud Private Edition).
- Specialized in moving from SAP ECC On-Premise Solutions to Tailored-to-Fit Cloud and Private SAP S/4HANA Cloud Solutions, ensuring Cloud Clean Core compliance, leveraging the most advanced functionality and innovative business processes, including optimization and automation of mission-critical processes with advanced technologies (including SAP BTP, Generative AI) while lowering at the same time the cost of ownership (TCO).
- SAP ASAP certified. Applied this implementation methodology on numerous full life cycle implementations.
- Design, configuration and strategic level of involvement in SAP projects in business functional areas of logistics, controlling and finance.
- Building and leading teams to solve the most complex business issues and deliver state of the art solutions using best business industry and technology practices.
- Conducted workshops and presentation at SAP international events, like SAPPHIRE, ASUG (Americas' SAP Users' Group) and SAP for Utilities Conferences.
- Design and implementation level of responsibility for new project acquisitions, including assessment and feasibility studies.

## Key Technical Skills

SAP: IS-U CR&B, AMI, EDM, ToU (Time of Use), Net-Metering, Work Management/PM, IS-U FERC, C4C for Utilities. Clean Core Cloud compliance. SAP ASAP Certified.

**Professional  
experience**

Fosco Zilli Consulting Services

2015 - Present

**Senior SAP Utilities Solution Architect and Principal SAP Consultant**

- *Major Electric Utility Company, U.S.A.* SAP Solution Architect responsible for Quality Assurance, Advisory Role and Strategy for the implementation of SAP best business practices for the OG&E Customer Tower emPOWER implementation project, including SAP IS-U on S/4HANA Cloud Private Edition (PCE), C4C, Qualtrics and Emarsys. Overseeing and reviewing the system integrator deliverables with focus on quality and adhering to SAP best practices, including third party companies integrated solution implementations (Electric Division – S/4 HANA on Cloud Private Edition, CPI, C4C, Qualtrics, Emarsys).
- *Various assignments, U.S.A. and international.* Senior advisory role as Strategist for innovation architecture, business process standardization and optimization for utility companies SAP solutions (S/4 HANA, CPI, C4C for Utilities).
- *Southern California Edison, Irwindale, CA, U.S.A.* Lead SAP QA and Senior Advisor as part of the KPMG advisory team. Responsible for Quality Assurance for the overall program and advisor for the use of best business practices for the implementation of SAP IS-U CR&B on S/4HANA, SAP AMI, SAP EDM, C4C, and integrated third party applications. Member of the Architects' Council Group (Electric Division – S/4 HANA, PI/CPI, C4C).
- *Cleco, Alexandria, LA, U.S.A.* Consulted as part of the SAP implementation team. Team lead for SAP IS-U FERC module architecture strategy to assure FERC Form 1 and state regulatory reporting compliance and regulatory audit support including Participant Billing and the design of related module configuration, such as FI, CO and PS and integration to PowerPlan (Electric Division – S/4 HANA).
- *Various assignments, U.S.A. and international.* Senior advisory role as Strategist for innovation architecture, business process standardization and optimization for utility companies SAP solutions (S/4 HANA, SAP ECC).
- *Municipality of Anchorage, Anchorage, AK, U.S.A.* Consulted as part of the SAP implementation team. Responsible for the deliverables of the SAP IS-U FERC module architecture to ensure FERC Form 1 and NARUC regulatory reporting compliance and regulatory audit support (Electric and Water Utilities - S/4 HANA).

Kydos Consulting, LLC

2001 - 2015

**Senior SAP Utilities Solution Architect, Principal SAP Consultant and Managing Partner**

- *Various assignments, U.S.A. and international.* Senior advisory role as Strategist for innovation architecture, business process standardization and optimization for utility companies SAP solutions (S/4 HANA).
- *Consumers Energy, Jackson, MI, U.S.A.* Consulted as part of the SAP implementation team. SAP Functional Team Lead for Consumers Energy Advanced Metering Infrastructure (AMI) Smart Energy project. Full SAP project life cycle, such as: blue printing, realization, testing, go-live and post go-live support phases, including SAP IS-U CR&B integration with Itron MDMS System using SAP Web-Services

functionality.

Also Cutover Lead with responsibility of Cutover Plan development and execution of cutover activities at Go-Live for Full Program (SAP and non-SAP systems). Developed and executed two dress rehearsals and Production Cutover and Go-Live and Post Go-Live support phases. (Electric and Gas Divisions- ECC 6.0 EhP5, SAP PI/XI, Itron MDMS).

- *SRP, Tempe, AZ U.S.A.* Consulted as part of the SAP implementation team. Responsible for the blue print phase deliverables of the SAP IS-U FERC Module and regulatory reporting requirement compliance, including the design of related module configuration, such as FI, CO and PS (Electric Division - ECC 6.0).
- *Bluebonnet Electric, Bastrop, TX, U.S.A.* Consulted in the position of a Senior SAP Solution Architect as part of the SAP IS-U CR&B implementation team for the full life cycle, including blue printing, realization, testing, go-live and post go-live support phases. Responsible for the SAP EDM (Energy Data Management), SAP AMI (Advanced Metering Infrastructure), integration with eMeter MDMS System (currently called Siemens EnergyIP), Device Management (DM), Work Management/PM and Billing/Invoicing areas, including SAP Web-Services, Net-Metering and ToU (Time of Use)/Interval Billing. (Electric Division - ECC 6.0 EhP4, SAP PI/XI, Siemens EnergyIP formerly called eMeter).
- *Alagasco, Birmingham, AL, U.S.A.* Consulted as part of the SAP IS-U CR&B implementation project. Team Lead responsible for the SAP IS-U CR&B Device Management (DM), Work Management/PM, module involved in the blue printing and realization phases (Gas Division - ECC 6.0, CRM and Web IC).
- *RPU, Rochester, MN, U.S.A.* Consulted as part of the SAP IS-U CCS implementation project. Team lead responsible for the Device Management (DM) module configuration and integration with Work Management, Billing and Invoicing; involved in the evaluation, blue printing and realization phases (Water and Electric Divisions - ECC 6.0).
- *Southern California Edison, Irwindale, CA, U.S.A.* Consulted as part of the SAP implementation team. Responsible for the design of the blue print phase deliverables regarding the SAP IS-U FERC Module and regulatory reporting requirement compliance, including the design of related module configuration, such as FI, CO, PS and Work Management/PM, including Compatible Units. Responsible for gathering requirements, developing and leading workshops (Electric Division - ECC 6.0).
- *Southern California Edison, Irwindale, CA, U.S.A.* Conducted SAP IS-U FERC workshop as part of the project initial preparation phase under SAP America's leadership (Electric Division - ECC 6.0).
- *City of Toledo, Toledo, OH, U.S.A.* Post go-live functional support in all areas of SAP IS-U CCS (Water Division - Release 4.72 and CRM).
- *City of Toledo, Toledo, OH, U.S.A.* Consulted as the subject matter expert in SAP IS-U CCS for the training team for SAP including Billing and Invoicing, Device Management (DM), Work Management, Front Office and FI-CA. Developed the training material, set up the training clients' content, delivered the training courses for SAP IS-U CCS and SAP CRM Customer Interaction Center (Water Division - Release 4.72 and CRM).
- *City of Charlottesville, VA, U.S.A.* Analysis, configuration, testing and

training of SAP IS-U CCS Device Management (DM) and Work Management/PM/MM modules (Water and Gas Divisions - Release 4.72).

- *Entergy Corporation, New Orleans, LA, U.S.A.* Parallel testing for four roll-outs of SAP IS-U CCS involving three states and four regulatory jurisdictions. Comprehensive analysis as part of the bill compare team with responsibility of running full billing cycles in IS-U CCS and comparing results to of actual legacy invoices. Analyzing mismatches, generating and monitoring problem reports including comprehensive analysis of issues caused due to incorrect SAP configuration (Electric Division).
- *Entergy Corporation, Little Rock, AR, U.S.A.* Post go-live support for the implementation of Entergy Arkansas. Involved in the resolution of configuration, master and transactional data issues in all areas of IS-U CCS including Billing and Invoicing, Device Management (DM), Work Management/PM, MM, Front Office/CIC (L-shaped) and FI-CA (Electric Division).

SAP Consulting Experience, USA & Canada,

1996 - 2000

**Senior SAP Consultant**

- *SAP Labs, Palo Alto, CA, U.S.A.* Extensive configuration, testing and pre-release evaluation project of the SAP IS-U CCS (Customer Care and Service) solution release 4.6 for SAP AG, Walldorf. Areas covered: Device Management (DM), Work Management, Front Office/CIC (L-shaped), Contract Accounts Receivable and Payable, Billing and Invoicing.
- *PG&E Gas Transmission Texas, San Antonio, TX, U.S.A.* Consulted as part of a SAP implementation team. Solely responsible for the SAP IS-U FERC full project life cycle including the evaluation, design, customizing, testing and training of SAP modules relevant to the SAP IS-U FERC solution, including FI, CO. Special configuration of SAP IS-U FERC for compatibility assurance with IS-OIL JVA.
- Conducted workshops and presentation at SAP international events, like SAPPHIRE, ASUG (American SAP Users' Group) conferences and USIG (Utility SAP Special Interest Group) conferences.
- *OPG Ontario Power Generation, Toronto, ON, Canada.* Conducted work groups and submitted final assessment report including needs analysis and recommendations for better business value and increased process efficiency using mySAP Utilities and best business practices.
- *PG&E, San Francisco, CA, U.S.A.* Consulted as SAP IS-U FERC Specialist with responsibility for the evaluation, design, customizing and testing of IS-U FERC Solution, including the development of enhancements and add-ons. FI and CO related configuration and data extraction.
- Acquisition support of SAP consulting projects for large US and Canadian Public Utility Companies.
- *PG&E, San Francisco, CA, U.S.A.* Consulted as part of the Work Management Project. Extensive configuration of the PM module and also responsible for the design, development, realization and testing of the Work Management custom reporting.
- *Wisconsin Electric Power Company, Milwaukee, WI, U.S.A.* Consulted as part of a SAP implementation team. Responsible for the SAP IS-U FERC full project life cycle including the evaluation, design, customizing,

testing and training, including related FI and CO configuration.  
Implementation and testing of add-ons and reports.

SAP Consulting Experience, Germany 1995 - 1996

**SAP Consultant**

- Consulted as part of SAP implementations teams for several utility companies involving IS-U, FI, CO configuration and ABAP development.

ORIGIN Information Technology, Germany 1994 - 1995

**Consultant**

- Consulted as a project team member for a high tech glass manufacturer implementing a real-time error data processing and recovery system.

pdv Unternehmensberatung, Germany 1993 - 1994

**Systems Analyst**

- Participated as a team member from concept through implementation of a decision support system for derivative instruments allowing the optimization of investments and trading decisions by the banking industry.
- Responsible for the design and implementation of a graphic routine library for use in real time data flows, as well as a system to edit and present output of price indicators, volatilities, and position results and risks.

**Education**

Equivalent to Master Degree in Computer Science, University of Karlsruhe, Germany (now called Karlsruhe Institute of Technology – KIT, Germany)

**Languages**

German: native tongue  
Italian: native tongue  
English: excellent  
Spanish: conversational