

CV for Sören Janstål

- Name** Sören Janstål
Born 1943
Tel +46 8 446 07 71
Fax +46 8 731 03 05
soren.janstal@dpu.se
www.dpu.se and www.evalu8IT.com
- Summary**
- More than 30 years of IT experience
 - Very long management experience
 - Experienced project manager
 - Very long experience of education and education management
 - International experience
 - Marketing
 - Experience from company management issues
 - Great experience of start up's
 - Expert on acquisitions and project management when buying and installing new computer systems
- Education**
- Construction engineer
 - University credits in Information Technology, Business and Statistics
 - Programming, systems analyses, project management and general management
- Employment's**
- IBM**
1968-08 - 1979-07
- Programmer 1968-08 - 1970-10**
- Installation and development of project planning system
 - Teaching project planning
 - Development, installation and maintenance of system for inventory of stock and work in process
 - Development and installation of a scrap control system
 - Development of a manufacturing order systems
 - Development, installation and maintenance of a supplier consignment parts system
- Systems analyst 1970-11 – 1974-08**
- Analyses, programming and installation of a common system for product cost estimates. The project was done in Boca Raton and San José, USA, during 13 months. The size of the project was 30 man-years.
 - Installation leader for IBM plants and development labs in Europe and Japan. I was stationed in Mainz, Germany.
 - Project manager for installation, local development, user education and maintenance for the product cost estimate system at IBM's plant in Järfälla, Sweden.

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Systems development manager 1974-09 - 1978-08

- Manager for a development group of 6-11 persons.
- Responsibility for development and maintenance of
 - finance systems
 - HR systems
 - production reporting system
- Project manager for development of a post costing system for manufacturing

Systems development manager 1978-08 - 1979-07

- Managing responsibility for a staff of 9 persons.
Development of a new export order system.

I gave 20 guest lectures at IBM Nordic Education Center at courses covering sales, project management and systems analyzing training courses during 1974 -1979.

Education leader in project management for the market organization within IBM.

AGA Data AB

1979-08 - 1982-05

- Reporting direct to managing director.
- Member of executive team.
- Also reporting to the board
- Participating in strategic planning and budgeting leading to out-sourcing of the IT function. This must have been one of the first out-sourcing examples for IT departments in the world.

Systems development manager 1979-08 - 1980-06

- Performance responsible for a staff of 12 persons
Responsibly of marketing, development and maintenance
 - finance systems
 - HR systems
 - APL development
- Development and installation of accounting system for 5 companies
- Development and installation of a payroll system
- Development and installation of a system for consolidate balance sheet

Systems Manager 1980-07 - 1982-05

- Performance responsible for a staff of 24 persons
Responsibly of marketing, development and maintenance
 - finance systems
 - HR systems
 - Info Center
 - manufacturing systems
 - CRM

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- During this period, Info Center concept was established
- Extensive development an new Order, Stock and invoicing system
- Sales and installations of accounting systems for 10 customers
- Sales and installations of payroll systems for 4 customers
- Sale and installation of one accounts payable system

Argos Data 1982-06 - 1987-02

- Reporting direct to managing director.
- Member of executive team.

- Performance responsible for Info Center, a staff of 6 persons
 - establishing of IT education business
 - establishing of PC support business
 - PC/ mainframe communications
 - applications for consolidations, budgeting, and re-insurance

- Performance responsible for computer center, a staff of 24 persons
 - Computer hosting for 25 customers
 - Established a Facility Management concept
 - Physical move of computer center (mainframe)

- Marketing and sales manager for the whole company

- Together with Managing director and Cap Gemini's group manager developed Argos business concept

Data Research DPU ab

1987-02 –

Founder and managing director.

No employees. Sales 2000: 200.000 EUR.

- Development and marketing of checklists for evaluation of computer systems.
- Mapping the SW market. Marketing of market analyses.
- Evaluations of computer systems, mostly ERP.
- Marketing of evaluation reports.
- Consulting when companies are buying software, e.g. for AGA, Swedish Match, Philips.
- Seminar engagement for Dataföreningen, AIC, Euroforum, Sollentunamässan, Conferator, NFI about SW development tools, office automation, CRM, HW platforms and ERP
- Co-operation with international analysts, Bloor, Ovum, Dennis Keeling, Delphi, BRC, Gartner.
- Established education series with the theme "How to select the right Software"
- Strategic and tactical adviser to SW and consulting

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- companies
- IT manager for hire
- Project management

- 400 consulting clients. 2.600 clients for evaluation reports, 500 outside Sweden
- Channels: DM, Internet, conferences, free-lances writing in computer press, interviewed in press, recommendations

- Board engagements
- Extensive contact network

References

Typical tasks:

- Malmö town – evaluation of Financial System
- Swedish Match – evaluation of Financial System,
- Stockholm Exhibition Fair – IT manager for hire
- Duro Sweden AB - evaluation of ERP System
- Radio Design AB - evaluation of ERP System
- AGA AB - project management for implementation of a new Document Management System
- Postgirot (banking) – audit of critical businessIT project
- Posten International – procurement of large IT project
- Arbetarskyddsstyrelsen – evaluation of a new Content Management Systems
- Swedish International Development Cooperation Agency/ SIDA – IT strategy
- Computer Associates – Project Management for implementation of system for Monitoring Distributed Systems
- Icon Medialab – Project management, Web development for Ferrari, Italy