

ABOUT INFLUENTIAL

Since 1993, Influential has been driven by a mission to deliver top quality solutions to the world's leading publishers and other complex businesses - **to increase client profitability** via a core set of objectives:

- Drive revenue
- Underpin growth
- Reduce cost
- Reduce risk

Our tailor-made solutions deliver everything from premier-grade Business Intelligence solutions realising past investment in systems and infrastructure and unlocking your business drivers to enterprise grade bespoke software to integrate, manage and streamline your processes, to expert consultancy - all beautifully packaged to improve your bottom line.

At Influential, we are **fluent in:**

- [Business Intelligence](#)
- [Publishing sector consultancy](#)
- [Software development](#)
- [Public sector IT](#)
- [Specialist IT staffing](#)

but above all; we are **fluent in business**

If you need bespoke software developed, a BI solution implemented, CRM assistance, new contract staffing or help in getting your existing systems talking to each other, Influential can help you.

We are pleased to bring our 20 years' experience to clients of all sizes and from all locations - local SME through to global FTSE-100, public and private sector.

As well as being available for typical consultancy and project work, Influential can provide skilled resource at a competitive daily rate over a fixed, renewable term.

If you would like to talk about a business intelligence or bespoke software project you need to deliver successfully, please [contact us](#) or pop in to the world famous [40-30 rooftop bar](#) of our landmark 30 St Mary Axe (City) office

Kent Office

Kent House
Romney Place
Maidstone
Kent ME15 6LA

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28th floor
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Publishing consultant resource

EXAMPLE PROFILE

10+ years working within various publishing clients on an advising upon variety of topics and projects, providing a bespoke service, ranging from process re-engineering to the adoption of new standards and assisting in the effective system development to underpin objectives and needs. Able to draw on a balance of industry experience across academic, scientific and not-for-profit sectors, combined with an appreciation of trends, standards and emerging technology within the industry.

CLIENT EXPERIENCE

Taylor & Francis (Informa PLC)

- Design, build & implementation of an enterprise Data Warehouse, underpinning a Global Management Reporting Solution built on Business Objects XIR2, Crystal Enterprise Server and Oracle 11i, interfacing with VISTA, Klopotek, Oracle Financials, CODA and SAP/R3 systems
- Creation of a bespoke enterprise web-based query and data-maintenance tool using PHP under IIS and Oracle 11i (500+ users)
- Creation of a bespoke integrated Inventory Management enquiry, planning and demand modelling tool, based on PHP under IIS and Oracle 11i (50+ users)
- Project managed and resourced a warehouse and distribution move from Cengage to Bookpoint; complete with author2reader (a2r) to VISTA data migration
- Analysis of existing process surrounding Sales Deals functionality within T&F Journals. Requirements gathering, process flow, business analysis, eventual list of suggested improvements to be implemented.
- Analysis of existing process surrounding Societies processing within T&F Journals. Requirements gathering, process flow, business analysis, eventual list of suggested improvements to be implemented.
- Vendor selection for replacement of existing SAP subscription process system. Managed entire project from requirements gathering through vendor presentations and final recommendations. Considered THINK, Advantage Computer Services, Publishing Technology/VISTA and other smaller vendors.
- Vendor selection for replacement of existing VISTA Royalties system. Considered Real Software, Publishing Technology, Klopotek and other smaller vendors. Managed entire project from requirements gathering through vendor presentations.
- Analysis and implementation of complete process and system change to T&F's global eBook billing solution.

Elsevier

- Book Publishing System Migration from AS/400, Publisyst into Vista's Author2Reader
- Design and Implementation of an International Reps CRM solution based on open-source LAMP technology
- Design, Build & Implementation of Global Management Reporting Solution using Cognos Impromptu, Powerplay (OLAP) and Upfront (Web distribution), Decision Stream (ETL) and MS SQL Server Database
- Design and Build of a new enterprise web-based query and data-maintenance tool using ASP and SQL Server (750+ users)

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Phaidon Press

- Design, Build & Implementation of Cognos Management reporting solution to replace all legacy Management Reporting across the Phaidon list
- Full review, recommendation and strategic planning of future Reporting and Enterprise Planning needs (build underway)

BPP

- Consultancy on Inventory Management solution
- Assistance in WMS improvements

Society for Endocrinology

- CTO recruitment, IT vision, systems/finance assistance

Tomlinsons

- Consultancy on eCommerce/web and EDI

Harcourt Publishers

- Warehouse automation including RF use at goods-in, putaway, returns, replen, picking etc.
- Implementation, improvements and support for Publisyst Book Publishing System
- Design, build & implementation of Global Management Reporting Solution using Cognos Impromptu, Powerplay (OLAP) and Upfront (Web distribution)
- Design, code and implementation of bespoke books royalties system

OTHER SKILLS

- Programme and Project Management
- Business Analysis
- Technical knowledge of key Publishing IT systems (VISTA/Publishing technology, Klopotek, SAP etc.)
- Business Intelligence and Data Warehousing IBM Cognos/SAP Business Objects

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