

## ***Bio Information***

**Name:** Carlos A. Otal

**Practice:** Global Public Sector

**Location:** Alexandria, VA

**Region:** Global Public Sector

**Title:** National Managing Partner

### **Area(s) of responsibility:**

Mr. Otal is the National Managing Partner in Grant Thornton's Public Sector with over 19 years' experience, primarily in the assessment and implementation of enterprise systems. His implementation experience spans the full systems development lifecycle, including business case development, requirements analysis, acquisition support, application configuration and system design, system testing, conversion, implementation, organizational change management, training, and program management activities in support of ERP solutions and large-scale commercial off-the-shelf (COTS) software installations in both the public sector and financial services industries. His knowledge of ERP solutions and COTS packages includes Oracle, PeopleSoft, and CGI-AMS.

Mr. Otal provides expertise related to the Federal government, aligning systems with business functions to increase efficiency and measurably improving performance in support of agency missions and in alignment with the President's Management Agenda (PMA). In this capacity Mr. Otal is responsible for program management, strategy and business model development for clients installing enterprise solutions, implementing large-scale commercial off-the-shelf (COTS) software, or migrating to a Shared Service Provider (SSP) in response to various Office of Management and Budget (OMB) and Department of the Treasury initiatives.

Mr. Otal has a B.S. in Accounting from Virginia Tech, a Certificate in Project Management from The George Washington University, and has several years of experience in private sector and nonprofit financial statement auditing.

### **Brief professional history:**

From April 2004 – June 2005, prior to joining Grant Thornton, Mr. Otal was a Senior Industry Executive with Oracle-PeopleSoft's Public Sector group, focusing on the promotion and

advancement of enterprise application solutions to the federal government and assisted to establish and execute on the corporation's strategic direction for the federal marketplace.

Prior to that, Mr. Ota was an Associate Partner with IBM Business Consulting Services (formerly PricewaterhouseCoopers, formerly Price Waterhouse) where he worked to leverage IBM-PwC's successful commercial PeopleSoft Financials practice to further develop the PeopleSoft public sector practice.

## **Education**

**Degree (bachelor's, master's, etc.):** B.S., Accounting

**Name of college/university:** Virginia Tech

**Location of college/university:** Blacksburg, VA