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| **Luiz C. Mariani**  SAP S/4 HANA FICO Solution Architect | E-mail: [lcmarianij@gmail.com](mailto:lcmarianij@gmail.com)  LinkedIn: <https://www.linkedin.com/in/luizmariani/>  e-CV: <https://www.runsapbetter.com/cv-luizmariani/> |

SUMMARY

I'm SAP S/4 FICO Solution Architect with 18 years of experience in implementation and business integration, fitment and fulfillment for big sized projects with high complexity, able to implement and solve mission-critical business challenges. I have a full resume with successful delivered projects by providing skilled technical consulting and custom training.

I have skills and experience needed to provide technical leadership in large, and most complex environments with a track record of successful and referable customer projects.

My skills go beyond, but not only, in assist customers in translating business requirements into technical requirements, developing cost-effective solutions that meet functional requirements and providing demonstrable returns to the customer.

**English Skills** | Fluent Speaker

**Portuguese Skills** | Native Speaker

**Spanish Skills** | Intermediate Speaker

PROFESSIONAL PROFILE

**SAP FI Skills** | 18 years in GL; TR; AP; AR; AA

General Ledger | Treasury |Accounts Payable | Accounts Receivable | Asset Accounting

**SAP CO Skills**  | 18 years in OM; PCA; PC; PA; ML

Overhead Cost Controlling | Profit Center Accounting | Production Cost | Profitability Accounting | Material Ledger

**SAP FSCM Skills** | 18 years in CM; CR

CM Cash Management | CR Basic Credit Management

**SAP ABAP Skills** | 4 years

Workbench Fundamentals and Concepts | Procedural Programing | Object-Oriented Programing | Customer Exits | BAdIs Business Add-Ins | Enhancement Points | Web Dynpro

**SAP PSCD Skills** | 1 year in FICA; TRM; FM

Contract Account | Tax and Revenue Management | Funds Management

**SAP Retail Skills** | 4 years

PROFESSIONAL EXPERIENCE SCORE

Implementations:

| 5 Full Life Cycles | 3 Green Field |

Industry:

| Agribusiness | Automotive | Biotechnology | Chemical | Consumer Goods | Finance | Food | Health Care | Manufacturing | Media / Entertainment | Mining / Metals | Precious Metals | Paper / Cellulose | Pharmaceuticals | Retail / Wholesale | Services | Telecommunication |

Country Version / Localization:

| Brazil | Chile | Colombia | Peru | United Kingdom | United States |

EDUCATION

* MBA | Strategic Management in Information Technology | FGV 2016
* Alumni Program Education | Technology, Organizations and Innovation | MIT 2015
* Bachelor’s degree | Economics | Paulista University (Leave of Absence) 2015
* Bachelor’s degree | Accounting | Paulista University 2011
* Bachelor’s degree | Business Administration | Mackenzie University 2004

CERTIFICATION

* SAP Certified Associate Design Thinking [SAP](https://www.credly.com/badges/f5f326f4-5a75-4e1e-b32d-440633d84164/public_url) Apr 2021
* SAP S/4HANA 1909 for Financial Accounting Associates [SAP](https://www.credly.com/badges/fd663c61-6f04-4107-ad9c-f91cf969b2e7/public_url) Nov 2020
* ITIL v3 Foundation Certification [EXIN](https://app.exeed.pro/holder/badge/82162/) Aug 2013
* COBIT 4.1 Foundation Certification ISACA July 2012
* Yellow Belt, Lean/Six Sigma Certification Deloitte June 2009
* SAP ECC 6.0 for Financial Accounting Associates SAP June 2008

QUALIFICATION AND PROFESSIONAL ACTIVITIES

* Agile with Jira (SCRUM and KANBAN) Coursera Sep 2020
* SAP TRM Tax and Revenue Management Capgemini May 2020
* SAP PSCD Public Sector Collection and Disbursement Capgemini May 2020
* SAP S/4 Financial Accounting in S/4HANA 1909 SAP Apr 2020
* SAP ABAP Academy SAP Jan 2017
* SAP HANA Simple Finance, S/4 HANA Migration SAP Sep 2015
* SAP NF-e Nota Fiscal Eletronica 3.10 with GRC Tech Consulting Sep 2014
* ITIL V3 Foundations KA Solution July 2013
* SAP CO Brazil Localization (Material Ledger) SAP Nov 2012
* SAP NF-e 10.0 with GRC, WBRNFE\_10 SAP Aug 2012
* SAP NewGL (New General Ledger) SAP Aug 2012
* COBIT 4.1 Foundations KA Solution May 2012
* SQL, Microsoft SQL Server Writing Queries KA Solution May 2012
* SAP CO Academy (Controlling Accounting) SAP May 2011
* HP Quality Center SAP Aug 2010
* SAP InfoPak, Documentation Tool SAP April 2010
* Lean/Six Sigma (Green Belt Academy) Deloitte June 2009
* IFRS, Concepts and Preparation Deloitte Feb 2009
* SAP FI Brazil Localization SAP Aug 2008
* SAP Solution Manager Deloitte April 2008
* HP Quality Center, Mercury HP April 2008
* SAP FI Academy (Financial Accounting) SAP July 2007
* SAP BootCamp R/3 4.6c, FI,CO,MM,SD,PP Modules Deloitte April 2007

PROFESSIONAL EXPERIENCES

* **Campari**; S/4HANA 2023 Upgrade; aug/2023 to apr/2024

Agency: Conexus DX; Position: SAP S/4 HANA FICO Solution Architect;

Type: Improvement; Industry: Beverage; Location: IT;

Business Scenario: SAP S/4HANA 2020 Upgrade Preparation for S/4HANA 2023;

Tasks: Archiving, Multiple Currencies and Valuations, Legal and Group View, Material Ledger, BPC Integration, Budgeting, Foreign Currency Valuation, Margin Analysis and Top-Down Distribution TDD.

* **Nestlé**; simpliFI cFIN D&B Project; apr/2023 to jun/2023

Agency: Awaren; Position: SAP cFin S/4HANA FICO Solution Architect;

Type: Improvement; Industry: Food & Beverage; Location: ES;

Business Scenario: Final improvements for Central Finance Rollout;

Tasks: SAP CFIN CO S/4HANA Margin Analysis (COPA).

* **Sanofi**; iShift Project; jan/2022 to jun/2023

Agency: Oxford; Position: SAP S/4 HANA FICO Solution Architect;

Type: Rollout Implementation; Industry: Pharmaceutical; Location ES;

Business Scenario: Full lifecycle S/4 HANA 1809 implementation for LATAM / Brazil, using the Thomson Reuters OneSource as Tax Engine (IDT) and SAP Best Practices scenarios, focused in Brazil Localization, like:

* + SAP GRC for NF-e (Nota Fiscal) for Brazilian e-Invoicing;
  + SAP TDF for Legal electronic reports, like, SPED ECD Accounting, SPED EFD Fiscal ICMS/IPI, SPED EFD Contributions PIS/COFINS;
  + OneSource IDT Tax Engine for Tax Integration SD/MM inbound and outbound;
  + Withholding taxes for inbound and outbound;

Tasks: SAP FI Taxes

* **PwC**; sep/2021 to sep/2022

Position: SAP S/4 FICO SME Expert Consultant; Location: IT;

* **Heineken**; Sharp-X Project; sep/2021 to sep/2022

Consultancy: PwC Position: SAP S/4 CO Margin Analysis;

Type: Greenfield Full Lifecycle Industry: Beverage; Location: IT;

Business Scenario: Greenfield Central Finance (CFIN) Transformation Programme

Tasks: Implementing S/4 CO-PA Margin Analysis in CFIN instance

* **Nordex**; Vento Project; mar/2021 to sep/2021

Agency: Mindtree; Position: SAP S4 FICO Expert;

Type: Rollout Implementation; Industry: Wind Power; Location: UK;

Business Scenario: S4HANA 2020 implementation for Brazil and India, using the SAP Best Practices Building Block scenarios, focused in Brazil Localization, like:

* + Withholding taxes for inbound and outbound (selling services), and for both personal and business withholding taxes;
  + Legal electronic reports, SPED ECD Accounting, SPED EFD Fiscal ICMS/IPI, SPED EFD Contributions PIS/COFINS;
  + Assessing the most suitable tax solutions like, TDF (as a side card solution), ACR with Brazil Option as future solution inside S/4 instance, together with complementary 3th party partner solution for the shadow tables (e.g. Thomson Reuters with Tax One, Synchro with Syn4tdf, Engineering with Smart Tax);
  + Integration SD/MM with NF-e inbound and outbound;
  + Assessing foreign trade partners for import and export (e.g. Sonda, Thomson Reuters, e-comex);
  + Bank Communication for accounts payable, receivable, and bank statement, generation flat files and XML, using the newest S/4 solution DMEE/DMEEX for the main bank in Brazil (Itau, Bradesco, Santander FEBRABAN);
  + Material Ledger activation in S/4 HANA to use the actual costing and multiple valuations for internal Transfer Pricing.

Tasks: SAP FI-GL/AP/AR/AA, CO-OM/PCA/PC/PA/ML.

* **Capgemini**; mar/2020 to aug/2021

Position: SAP Senior Applications Consultant in Technology Services; Location: UK;

* **HMRC**; Her Majesty’s Revenues and Customs; mar/2020 to aug/2021

Employer: Capgemini Position: SAP PSCD/TRM Consultant;

Type: \*CONFIDENTIAL\* Industry: Public Sector (Government); Location: UK;

Business Scenario: \*CONFIDENTIAL\*

Tasks: \*CONFIDENTIAL\*

* **Deloitte**; oct/2019 – dec/2019

Projects: Olin

* **Olin**; Project Fusion (LATAM); oct/2019 to dec/2019

Agency: Deloitte; Position: SAP S/4 FICO Consultant;

Type: Blueprint/POC; Industry: Chemical; Location: BR;

Business Scenario: Prove of Concept and redesign blueprint for Brazil Localization best practices and adherence from Blue Cube (legacy) to S/4 HANA 1809;

Tasks: SAP FI and CO.

* **EY Ernest Young**; mar/2019 – dec/2019

Projects: UHG United Health Group; EY Ernest Young (Internal implementation)

* **EY Ernest Young**; Mercury Project (Internal); oct/2019 to dec/2019

Agency: EY; Position: SAP S/4 FICO Consultant;

Type: Rollout Implementation; Industry: Services; Location: BR;

Business Scenario: Rollout implementation to LATAM, focused in Brazil. Designing the blueprint with Brazilian localization best practices and adherence to EY global template;

Tasks: SAP FI and CO.

* **UHG United Health Group**; UNIFICAR Project; mar/2019 to aug/2019

Consultancy: EY; Position: SAP S/4 Financial Consultant; Location: BR;

Type: S/4 HANA Greenfield Implementation; Industry: Health Care;

Business Scenario: S/4 HANA 1709 Greenfield Implementation, started with the country with the most complex business and tax scenario of the group at South America (Brazil);

Tasks: SAP FI-GL/AP/AR and CO.

* **Fitch Ratings**; LATAM Project; set/2018 to feb/2019

Agency: DSR; Position: SAP FICO Consultant;

Type: Rollout Implementation; Industry: Financial Services; Location: UK;

Business Scenario: Rollout implementation in Brazil, Chile and Colombia;

Tasks: SAP FI-GL/AP/AR/AA, CO-OM/PCA.

* **Accenture**; oct/2017 to sept/2018

Projects: Johnson Matthey

* **Johnson Matthey**; oct/2017 to sept/2018

Position: SAP Business & Integration Arch Specialist; Location: UK;

Business Scenario: Greenfield implementation;

Tasks: SAP CO Product Costing, Profitability Analysis and Material Ledger.

* **Double Negative**; jun/2017 to sept/2017

Agency: Sentinel; Position: SAP S/4 HANA consultant / Manager;

Type: Support, Improvement; Industry: Media, 3D Effects; Location: UK;

Business Scenario: Support and improvement after implementation of S/4 HANA for UK, Canada and Mumbai. Finishing all open issues with other mini project waves;

Tasks: All activities for S/4 HANA in FI and CO modules.

* **ZhongDing / Precix**; Sabo Project; mar/2016 to dec/2016

Consultancy: Cast Group (SUM IT); Role: SAP FI/CO consultant; Version: ECC

Type: Greenfield; Industry: Automotive; Location: US;

Business Scenario: Implementation of SAP ECC 6.0 EhP4 in two plants in United States, focused in creating a new global template using the US localization and attending all legal requirements;

Tasks: FI-GL/AP/AR/AA and CO-OM/PC/PA and FSCM-CR Credit Management, and Integration with PLM cProjects and CO-OM Order Management.

* **SAP**; 2011 and 2015

Projects: Procter & Gamble; Bunge

* **Bunge**; Upgrade Project; nov/2015 to jan/2016

Consultancy: SAP Position: SAP FI/CO consultant;

Type: Version Upgrade; Industry: Food, Agribusiness; Location: BR;

Business Scenario: Version upgrade from EhP4 to EhP7. Large Company with American global template;

Tasks: FI and CO modules.

* **AkzoNobel**; SHAPE Project Improvement; sep/2015 to dec/2015

Consultancy: Capgemini Position: SAP FI/CO consultant;

Type: Improvement; Industry: Chemical, Paints; Location: BR;

Business Scenario: Second wave of improvements after go-live, solving all remaining GAPs of the initial project. Such as New GL segmentation, heritage and legers (IFRS and BRGAAP) problems in FI. And for CO, improvements in Material ledger and CO-PA.

Tasks: Responsible for New GL and all CO module, focused in CO-PC and CO-PA.

* **Lonza, Arch Chemical**; Rollout Project; nov/2014 to aug/2015

Consultancy: Engineering; Position: SAP CO consultant;

Type: Rollout implementation; Industry: Biotechnology, Chemical; Location: BR;

Business Scenario: Roll out implementation of SAP ECC 6.0 EhP 7, using international template. Adequacy of procedures and adherence to Brazilian laws, so focused on the Location of Brazil and Material Ledger;

Tasks: Responsible for all CO, focused in Production cost (CO-PC), Material Ledger (ML), Overhead Cost (CO-OM) and Profitability Analysis (CO-PA). Helping the FI team with all FI components.

* **Roldao;** Retail Improvement Project; mar/2014 to oct/2014

Consultancy: 2BSignes; Position: SAP FI/CO solution architect;

Type: Improvement; Industry: Retail, Wholesale; Location: BR;

Business Scenario: Improvement of retail issues, design of AS-IS and TO-BE to implement the standard Retail Industry Solution (POS-DM), SVC Implementation and NF-e new layout 3.10 with GRC Customizing;

Tasks: Responsible for all FI, General Ledger, Accounts Receivable, Accounts Payable, Asset Management, Brazil Localization, SPED Contribution PIS/COFINS, Retail Industry solution in Financial, Controlling and Fiscal areas.

* **Mosaic;** Smart Collection Project; oct/2013 to feb/2014

Consultancy: iGate Position: SAP FI solution architect;

Type: Improvement; Industry: Agribusiness, Fertilizer; Location: BR;

Business Scenario: Implementation of Smart Collection Solution for a complete automation of accounts receivable;

Tasks: Responsible for the implementation of the Smart Collection form Itau Bank, to automate the entire accounts receivable, working with partial payments, and USD currency (dollar), using automatic PTAX calculation.

* **Syngenta**; Foundation Project; oct/2012 to sep/2013

Consultancy: Infosys (Lodestone); Position: SAP FI and taxes solution architect;

Type: Rollout implementation; Industry: Agribusiness, Seeds; Location: BR;

Business Scenario: Roll out implementation of SAP ECC 6.0, using international template. Adequacy of procedures and adherence to Brazilian laws, so focused on the Location of Brazil;

Tasks: Brazil Location, SPED Accounting, SPED EFD Fiscal and SPED PIS/COFINS, Withholding Taxes, Bank Communication EDI Localized and Swiftnet IDOC, Legal Brazil Reports like SINTEGRA, FCONT and CIAP Solution integrated with SPED EFD Fiscal Block G;

Activities: Drawing Blueprint, parameterization, conducting tests, support for key-users training, support and follow-up correction of identified GAPs.

* **Burberry**; Brazil Localization Project; may/2012 to sep/2012

Consultancy: Everis; Position: SAP FI/CO consultant;

Type: Rollout (Blueprint); Industry: Retail; Location: BR;

Business Scenario: Implementation of SAP ECC 6.0 in the Rollout model. Adequacy of processes and adherence to Brazilian laws, focused on the Brazilian Location, SPED ECD Accounting, SPED EFD Fiscal, SPED PIS/COFINS and NF-e 10.0 by standard solution. The IS- Retail was activated;

Tasks: FI-GL, FI-AP, FI-AR, FI-AA, CO-CCA, CO-PCA, SPED´s and NF-e (GRC and PI).

* **Firsteam**; jan/2012 to apr/2012

Projects: Merck; SGD Saint-Gobain Brazil

* **Merck**; VAT, NF-e, New Plant Project; jan/2012 to mar/2012

Consultancy: Firsteam; Position: SAP FI and taxes consultant;

Type: Improvement; Industry: Pharmaceuticals; Location: BR;

Business Scenario: Business Blueprint design for the new plant creation with tax exemption;  
Tasks: FI-GL and CO-PC / Material Ledger.

* **SGD Brazil**; Saint-Gobain Improvement Project, mar/2012 to apr/2012

Consultancy: Firsteam; Position: SAP CO consultant;

Type: Improvement; Industry: Manufacturing, Glass Vials; Location: BR;

Business Scenario: Improvements in Report Painter related internal orders and budgets in investment management (IM), and key user training in the CO year-end closure;  
Tasks: CO and support FI and FI-AA.

* **SAP**; 2011 and 2015

Projects: Procter & Gamble; Bunge

* **Procter & Gamble**, P&G Brazil Diagnostic Project, oct/2011 to dec/2011

Consultancy: SAP; Position: SAP FI/FI-AA consultant;

Type: Quality Assurance; Industry: Consumer Goods; Location: BR;

Business Scenario: System diagnostic for implementing the best practices of the market focused on Brazil location;

Tasks: Modules FI and FI-AA, with a focus on FI Location Brazil.

* **Triumph**; Brazil Rollout Project; aug/2011 to oct/2011

Consultancy: Clientis S3G; Position: SAP FI/FI-AA/CO consultant;

Type: Rollout implementation; Industry: Manufacturing, Textile; Location: BR;

Business Scenario: Implementation of SAP ECC 6.0 in the Rollout model, using the German template. Adequacy of processes and adherence to Brazilian laws, focused on the Brazilian Location.

Tasks: Modules FI, CO and FI-AA, with a focus on Brazilian FI Location.

* **UOL**; Universo Online Company; feb/2011 to jul/2011

Agency: N/A; Position: SAP FI/CO and Tax consultant;

Type: Support, Improvement; Industry: Media, IT; Location: BR;

Main Activities: Responsible for the modules Financial Accounting (FI) and Cost Accounting (CO) of UOL Group;

Internal Projects: SPED Fiscal, SPED PIS/COFINS and NF-e.

* **Deloitte Touche Tomahtsu**; jan/2007 to jan/2011 (4 years)
* **Walmart**, WM Rollout Brazil Project; jan/2010 to jan/2011

Consultancy: Deloitte; Position: SAP FI/CO consultant;

Type: Rollout implementation; Industry: Retail; Location: BR;

Business Scenario: Rollout of the Southeast and South, with the adequacy of financial accounting processes and costs, thus unifying the units located in the regions of Northeast, Southeast and South

Tasks: SAP FI and CO Consultant and responsible for data migration.

* **Roche**; SPED Fiscal Project; sep/2009 to dec/2009

Consultancy: Deloitte; Position: SAP FI/CO taxes consultant;

Type: Improvement; Industry: Pharmaceutical; Location: BR;

Business Scenario: Verification and adequacy, through standard SAP, for SPED Fiscal Pharma segment, maintaining the integrity of the Diagnostic segment extraction.

**Responsible**: SAP Functional Consultant responsible for the adherence of fiscal information.

Tasks: Verification, adequacy, creating functional specification activated for the BAPIs for SPED Fiscal on the tax substitution, functional guidelines for ABAPs responsible, among others.

* **Cinterion**; (Siemens Division); SPED ECD/EFD Project; jun/2009 to aug/2009

Consultancy: Deloitte; Position: SAP FI/CO taxes consultant;

Type: Assessment; Industry: Telecommunication; Location: BR;

Business Scenario: Diagnosis of grip puller SAP standard system Cinterion, and to point out the gaps, both in the business and the technical part.

Tasks: SAP FI Consultant responsible for Fiscal team and supporting the accounting team.

* **O Estado de São Paulo**; SPED OESP Project; mar/2009 to may/2009

Consultancy: Deloitte; Position: SAP FI/CO taxes consultant;

Type: Improvement; Industry: Media & Entertainment; Location: BR;

Business Scenario: The project was to implement the SPED Accounting and SPED Fiscal using Mastersaf tool;

Tasks: Third-party software customizing called Mastersaf for Taxation and ABAP adjustments.

* **SICPA**; Rollout Brazil Project; aug/2008 to dec/2008

Consultancy: Deloitte; Position: SAP FI/CO taxes consultant;

Type: Rollout implementation; Industry: Chemical, Security Ink; Location: BR;

Business Scenario: Implement SAP ECC 6.0 version in SICPA Brazil, using the format template Rollout SICPA Switzerland. The company produced security ink for paper money.

Tasks: FI- GL, AP, AR and AA, focused in Brazil localization

* **Votorantim Paper**; Horizonte Project; fev/2008 to aug/2008

Consultancy: Deloitte; Position: SAP FI/FI-AA consultant;

Type: Rollout, Technical; Industry: Paper, Cellulose; Location: BR;

Business Scenario: Rollout of SAP ERP 4.7 in the new plant in Três Lagoas / MS as a solution with the template Industrial Unit Jacareí / SP, with the necessary adaptations of the processes to the workings of the unit, in line with the schedule for the construction of engineering the factory.

Tasks: By help of project management as a PMO responsible for project control in SAP Solution Manager and Consultant SAP FI and FI-AA.

* **Votorantim Metals**; Usability Project; nov/2007 to jan/2008

Consultancy: Deloitte; Position: SAP FI/FI-CFM consultant;

Type: Quality Assurance; Industry: Mining, Metallurgy; Location: BR;

Business Scenario: The project aimed to identify gaps in qualifications for Votorantim Metais Brazil and Peru, in relation to the use of SAP ERP 4.7 / SAP BW in each of the business processes implemented in the units of Votorantim Metals, as well as the proposition action plans to adapt and / or increase this skill;  
Tasks: Conducting extraction and reverse engineering of the information in SAP 4.7 and the reports from the FI and FI-CFM team.

* **TIVIT**; Diagnosis and Implement. Plan of the ERP project; apr/2007 to jun/2007

Consultancy: Deloitte; Position: SAP FI/CO consultant;

Type: Process Design; Industry: IT Services; Location: BR;

Business Scenario: The project consisted in providing a diagnosis of TIVIT Oracle ERP, share best practices for implementation of ERP projects, to review operational model of the main processes, assist in the redesign of processes, supporting the conduct of the gap analysis on the tool implemented;

Tasks: FI and CO modules.

OTHER CONTRIBUTIONS

* Knowledge and skills in integration with different modules as MM, SD, PP, PS, QM, PM and PLM cProjects, to design architectural solutions in SAP or legacy systems;
* Knowledge in different accounting principles, such as BRGAAP, USGAAP and IFRS.
* Knowledge in SAP partners solutions: Mastersaf, Sonda Procwork and GF Alliance for legal statements;
* Knowledge and experience in External Tax Engine: Thomson Reuters - OneSource / IDT / TaxOne
* Waterfall Methodologies: ASAP (Accelerated SAP), PMBOK, EVD (Enterprise Value Delivery for SAP) by Deloitte.
* Agile Methodologies: SAP Activate, Lean Six/Sigma, Scrum, Kanban and iCaptivate by Capgemini.
* Expert in Brazilian localization, SPED ECD Accounting, SPED EFD Fiscal, SPED EFD Contribution PIS/COFINS, NF-e 3.10, Taxes, Credit Control CIAP, Block G and Withholding taxes;
* Social Work – Impact Day – Deloitte Touche Tohmatsu;
* Social Work – Community Services in Coram’s Field (London UK) – Accenture UK;