

CHRIS CLARK

CIO | CHIEF AI OFFICER

Technology Strategy · AI Transformation · ERP Modernization · PMP · CISSP · Oracle AI Agent Studio
(Associate)

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SUMMARY

Enterprise technology executive who turns technology into a business weapon for \$1B vertically integrated manufacturers. Fifteen years leading digital strategy, ERP modernization and AI adoption as the right hand to CEO, CFO and COO sponsors. Delivered five Oracle Fusion go-lives in five years, an enterprise SAP S/4HANA selection and rollout and one of the first production AI agent programs built on a completed ERP estate, with measurable P&L results. Chairs executive steering committees, builds board-ready decision frameworks and runs technology organizations of 70 to 100+. 2025 Oracle Excellence Award winner for Supply Chain Excellence.

SIGNATURE IMPACT

- **Technology strategy and governance.** Built three-year digital transformation roadmaps at two \$1B enterprises, aligned to M&A growth and operating strategy. Chair of bi-weekly executive Steering Committee spanning Finance, IT, HR, Operations and Strategy with earned value, budget variance and KPI trend reporting.
- **AI with P&L results.** Shipped two production AI agents on Oracle AI Agent Studio in a \$3M to \$5M optimization program: line utilization up 10 percent, overtime cost down 15 percent, expedited orders down 10 percent, forecast error down 10 percent, working capital down 5 percent. AI governance and human-owns-the-decision operating model built in from day one.
- **ERP modernization at scale.** Five Oracle Fusion Cloud go-lives in five years (Finance, Purchasing, HCM, Data Migration, WMS) at greater than 97 percent budget accuracy and greater than 90 percent milestone compliance. Enterprise SAP S/4HANA selection and rollout at a second \$1B enterprise. 16 legacy systems decommissioned across both estates.
- **Vendor and capital discipline.** Evaluated 15 ERP platforms and 14 integration partners across two enterprises plus a 40+ integrator RFP. Structured BAFO negotiation delivering approximately 22 percent average reduction from initial bid, on source-verified totals. Authored the 70+ page Spyglass ERP and AI optimization RFP with pay-for-performance pricing.
- **Organizational leadership.** Led organizations of 70 to 100+ internal staff and consultants, onshore and offshore, including standing up a new PMO and directing a full pandemic transition to remote operations.

EXPERIENCE

ERP Selection, Implementation & AI Program Lead | Byrne Dairy, Syracuse NY Jan 2021 - Present
\$1B family owned vertically integrated CPG dairy manufacturer. Multiple plants, legal entities and a complex supply chain.

- Own the enterprise platform and AI investment agenda across Oracle Fusion Cloud ERP, SCM, EPM and WMS in direct partnership with the CEO and CFO.
- Launched the Spyglass AI optimization layer on the completed Fusion estate: \$3M to \$5M three year program, two production AI agents live, measurable P&L outcomes across utilization, overtime, expediting, forecast accuracy and working capital.
- Delivered five Oracle Fusion go-lives in five years on time and within budget. Decommissioned 11 bespoke legacy systems via Oracle Integration Cloud and built a single pane of glass to monitor cutover transaction health.
- Authored Spyglass RFP V5.9 and ran a 40+ integrator evaluation through structured BAFO. CFO and Steering Committee selected the finalist on a defensible scoring rubric with pay-for-performance pricing.

- Chair the bi-weekly executive Steering Committee. Manage onshore and offshore teams of 100+ consultants and internal staff.

ERP Selection & Program Manager | MDVAMILK, Reston VA Jan 2017 - Jan 2021

\$1B vertically integrated dairy / CPG manufacturer.

- Led enterprise ERP selection across 11 platforms and 8 integration partners ending in SAP S/4HANA Cloud, then the rollout across finance, HR, supply chain, production and distribution.
- Built a three year digital transformation roadmap supporting M&A growth and reorganized IT to stand up a new PMO.
- Retired 5 legacy systems and integrated 5 external platforms via SAP Process Orchestration (REST, IDoc, RFC).
- Directed 70 IT professionals and consultants through the pandemic transition to Microsoft 365.

Vice President, Technology | SCORE, Herndon VA Jan 2015 - Jan 2016

SBA national service association supporting small business.

- Defined six month and twenty four month technology roadmaps aligned to mission and digital transformation.
- Directed implementation of a custom CRM for case management, mentor matching and client engagement across thousands of national volunteers. Established an ITSM framework covering RFP management, DevOps, tiered support and disaster recovery.

SVP, Information Management | NeighborWorks America, DC Jan 2013 - Jan 2015

National housing non-profit.

- Delivered a Salesforce CRM / CMS platform serving 170 affiliate organizations and 100,000+ end users. Built a training university managing 400+ classes and 10,000+ learners annually.
- Ran a portfolio of 80+ initiatives across Agile delivery teams. Led an IT organization of 80.

CORE CAPABILITIES

Technology strategy and board governance · AI adoption, governance and agentic platforms (Oracle AI Agent Studio, Claude) · ERP platforms (Oracle Fusion Cloud, SAP S/4HANA, Microsoft Dynamics 365, Acumatica, Sage Intacct) · Integration and data architecture (OIC, SAP PO, MuleSoft, Kafka, Snowflake, Databricks) · Vendor selection, RFP authoring and BAFO negotiation · Enterprise delivery (PMP, PgMP, Prince2, earned value, stage gates) · Cybersecurity leadership (CISSP) · Change and adoption (Prosci ADKAR)

EDUCATION, CREDENTIALS AND HONORS

American University, B.S. Technology Management, Washington DC

PMP · CISSP · Oracle AI Agent Studio (Associate)

2025 Oracle Excellence Award Winner, Supply Chain Excellence