

Robert Fergesen

Leader, Engineer, and UV Systems Entrepreneur

446 Railroad Lane
Orrtanna PA 17353
Home: 717-334-7025
Cell: 717-253-2764
rfergesen@pa.net

Summary

Mr. Fergesen is an experienced entrepreneur with many new product and system successes. He has designed, developed and brought to market successfully many products including UV (Ultraviolet) and Aqueous coating & curing systems that are clearly differentiated and provide unique value in the printing industry, and in a wide range of manufacturing industries.

Employment History

FERGESEN SYSTEMS LLC, CEO/Owner (2004-Present)

Mr. Fergesen took over a small family business and grew it into a substantial entity to support the printing and specialty manufacturing industries with UV coatings and application systems.

- ◆ Lead the design, development, and manufacturing of innovative new coating & curing products for the UV light curing applications in the industrial printing and light manufacturing industries.
- ◆ Developed and executed integrated marketing & sales plans, doubled sales for the business.
- ◆ Designed unique marketing material, web sites, and other promotional material.
- ◆ Performed sales work, trade show marketing, machine installation and training.
- ◆ Designed, contracted fabrication, programmed Telemecanique & other PLCs, performed wiring, testing protocols and on-site installation and training for customers.

LIFE CYCLE DYNAMICS LLC, Owner (2000-2001, 2002-2004)

Starting his own business doing specialty consulting & design, Mr. Fergesen:

- ◆ Developed project plans, developed cost estimates, hired subcontractors, managed contracts, and managed projects.

DELPHI AUTOMOTIVE, Application Architect (2001-2002)

As a leader and an executive in the enterprise software implementation team, Mr. Fergesen:

- ◆ Worked with enterprise software team leaders and legacy application leaders to develop an integrated, low cost and efficient global application architecture for Delphi Automotive.
- ◆ Developed cost justifications for software rollout across all Delphi divisions and assist with global implementation planning as required.

IMG AMERICAS, Vice President Chemicals & Pharmaceuticals Practice (1998-2000)

Started the U.S. Chemicals & Pharmaceuticals Practice:

- ◆ Recruited and managed a team of consultants who have software and strong industry experience.
- ◆ Drove marketing & sales from lead acquisition through to proposal development and deal closure.
- ◆ Lead SAP enterprise software projects that included PP, MM, QM, SD, FI, and CO modules.

ANDERSEN CONSULTING, Experienced Manager (1995-1998)

- ◆ Developed business strategies and benefits cases for enterprise software (SAP) implementation.
- ◆ Assisted in sales and marketing efforts across the organization and around the world, including trade show planning and support, proposal development, and hands-on demonstrations.

- ◆ Implemented SAP R/3 Enterprise Software as a team leader or project manager on major implementations covering the SD, FI, CO, MM, WM, PP, PP-PI, QM and EHS (environmental, health and safety) modules.
- ◆ Developed course material and taught MM/PP academy at the Andersen St. Charles facility.

ALL CONTROL SYSTEMS, Senior Software Engineer (1991-1995)

- ◆ Implemented PLC, SCADA and MES systems as the client relationship manager, project manager or functional team leader in food, pharmaceutical, chemical and other manufacturing facilities.
- ◆ Designed and led the development of a PC based bolt-on to SAP R/3 version 2.2 which provided drag-and-drop scheduling front end to SAP prior to the release of SAP's Planning Table.

NEW YORK TELEPHONE, Staff Manager, Mechanization (1989-1991)

- ◆ Led the development and support of a robotic handling system for the 100,000-payphone coin box keys in the New York City area. System included an integration of PCs, Mainframe computers, Reliance PLCs, a character recognition system, and 5-axis robots.
- ◆ Evaluated technology and developed justification for automation projects across the region.

HUDSON ROBOTICS INC., Systems Engineer (1986-1989)

- ◆ Led the software and hardware development of turnkey robotic systems for the factory and laboratory developing mechanical and electrical design, software interfaces, ladder logic software for programmable controllers and complete systems support.
- ◆ Interacted with contractors and customers in both support and product development roles.
- ◆ Developed "Total Control Software" using Turbo Pascal, a PC software programming language that interfaced personal computers to a variety of robots, factory and laboratory instrumentation.

Education

Rensselaer Polytechnic Institute, Troy, NY

Bachelor of Mechanical Engineering, May 1986

Concentration: Computer-controlled systems

Graduate Level Courses

PennState, Great Valley, PA: Masters level courses in Business Administration

Stevens Institute of Technology, Hoboken, NJ: Masters level courses in Technical Management

Activities

Highland Township Planning Commissioner

Served from 2006 through 2009

Society For Creative Anachronisms

Medieval Re-enactor Since 1981

Planned events for thousands of attendees

Leadership roles throughout the society