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Top Skills

ERP
Team Leadership
Business Process Improvement

Certifications

NAV Certifications (Navision) –
Enterprise Management | Distribution
| Financial Analyst | Payroll
Certified Public Accountant (CPA)
Inactive

Honors-Awards

All-Star Award
Emerald Award

Robb Delprado

Senior Consultant and Trainer | Fractional CFO, Controller | NVS |
Evangelist – Dynamics NAV / D365 Business Central
Houston, Texas Area

Summary

▪ ▪ ▪ . These core values guide our training and consulting services at New View Strategies (NVS) and deeply align with my own. So when NVS co-founders and fellow D365 Business Central/ Dynamics NAV User Group “All-Stars,” Kerry Peters and Kim Congleton, invited me to join their team in 2020, I didn’t hesitate!

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As senior advisor and trainer at NVS, I bring over 2 decades of leadership in ERP, Finance, Operations, and Business Integration across diverse industries, from retail to GPS technology, to help our business partners turn around problems, save costs, and navigate change. I’m most energized when empowering clients to grow their knowledge and maximize use of Microsoft Dynamics NAV/D365 BC platforms.

After having led teams as President, COO, Controller, and Project Manager through multiple M&A transactions and over 50 successful NAV ERP implementations, I’m still guided by the age-old principle that “Attitude is Everything.” Teams can triumph through turmoil when they’re inspired to persevere and remain mission-focused.

➡# I’m a champion for the D365 Business Central/NAV User Group (BCUG/NAVUG) community of 26K+ (since 2011), and in 2019, my peers honored me with “All-Star” recognition, the organization’s highest award. I founded and chaired the Houston and Dallas chapters, and I’ve served nationally as Advisory Board Member, Committee Chair, and YOY conference presenter.

➡# As COO and then President (2008–2017) of Western Data Systems, a survey technology equipment distributor, I navigated our teams through sales growth and tax audits, laying the foundation for successful acquisition.

➡# In my formative years as Project Manager on behalf of a Navision U.S. channel partner, I drove the success of 50+ end-to-end NAV implementation projects.

➡# For a 450+ store retailer, I collaborated with store operations to establish better Loss Prevention processes, and we reduced shrinkage by over \$20M during an 8-year period.

If you're a member of the Dynamics 365 Business Central/Dynamics NAV community, need help with training, or are just getting started with the platform, please reach out:

<https://newviewstrategies.com>
robb@newviewstrategies.com

Training ▪ Consulting ▪ Contract Controller/CFO ▪ Microsoft Dynamics NAV ▪ Microsoft D365 Business Central

Experience

New View Strategies

Senior Advisor and Trainer | Fractional CFO, Controller – ERP; Dynamics 365 Business Central / NAV

April 2020 - Present (4 months)

Since April of 2020, I have served as senior consultant, NAV/ERP SME, trainer, and member of the NVS team, known and valued for its expertise within the Dynamics NAV/D365 Business Central community. As expressed in our mission statement, we've learned from experience that every company can benefit from "doing more" with their ERP solution, and it really is possible for users to have fun while maximizing efficiencies and utilization.

➡# Situated at the crossroads of IT and Finance, we collaborate with our clients to identify and remove obstacles more quickly so that they can achieve specific business objectives. As an SME with deep hands-on ERP experience, I help management to optimize the use of powerful D365 BC/Dynamics NAV tools such as CRM and enterprise financial reporting.

➡# Beyond tailored and classroom training for D365 BC/NAV, I collaborate with our clients for executive-level consulting and fractional CFO/Controller

services. Candidate projects include financial operations infrastructure-build, business analysis, strategic planning, change management, and turnaround solutions planning and implementation.

User Group for Dynamics 365 Business Central (BCUG)/Dynamics Nav (NAVUG)

9 years 7 months

Programming Committee Member | Programming Committee Chair (2018–2020) – BCUG/NAVUG

May 2014 - Present (6 years 3 months)

Greater Houston

Evangelist | Member | Annual Presenter | All-Star Award Recipient – BCUG/NAVUG

January 2011 - Present (9 years 7 months)

Greater Houston

My enthusiastic involvement with this group of peers and friends is integral to my work and reflects my ongoing passion for supporting the success of others.

Microsoft Dynamics 365 Business Central | Dynamics NAV User Group (BCUG/NAVUG) is a member-driven community of 26,000+. Its ongoing mission is to leverage education, networking, and events to help D365 BC and Dynamics NAV users and partners achieve higher satisfaction with their product.

Our vision at BCUG/NAVUG is to engage every individual and company using D365 Business Central/Dynamics NAV in value-added networking and knowledge-sharing and to be the single most conduit for Microsoft to seek guidance on future product development.

➡# As NAV/ERP and Finance SME, deliver presentations every year at the user group conference (since 2012), including Microsoft Convergence, Forum, Summit, and Focus events. Topics range from Relationship Management (CRM) to Fixed Assets.

➡# Awarded “All-Star” recognition in 2019, given by peers to 3 people annually out of a user group of 26K+.

➡# Recognized as 4-time winner of the BCUG/NAVUG Emerald Award (2016–2019)

Learn more at <https://www.navug.com>

Chapter Leader & Founding Member – BCUG/NAVUG, Houston and Dallas Ft. Worth, Texas Chapters
May 2015 - Present (5 years 3 months)
Greater Houston

Member, Board of Advisors – BCUG/NAVUG
2017 - 2019 (2 years)
Greater Houston

AllTerra Central, Inc.
Controller – Dynamics NAV ERP
January 2018 - April 2020 (2 years 4 months)
Greater Houston

When AllTerra acquired Western Data Systems in early 2018, they were interested in some of the efficiencies we had gained from an ERP perspective during my 10-year tenure as COO and President. I was first assigned as Controller for the division that had been Western Data. No stranger to Merger & Acquisition transitions, I focused on smooth business integration, including the NAV platform.

➡# Led the conversion of the company's financial reporting from Tax Basis to GAAP.

➡# Post-acquisition, while acquired employees weathered an adjustment to the new culture of what had been a smaller competitor, I maintained positive communications and go-to leadership. Our staff evolved into a productive and unified team with minimal attrition.

➡# Advanced to company-wide Controller in 2 years.

Western Data Systems
9 years 9 months

President – Geospatial Technology Equipment; Dynamics NAV ERP
July 2012 - September 2017 (5 years 3 months)
Greater Houston

Advancing from COO to President in 2012, I oversaw operations of a \$25M Sales, Rentals and Service Company that specialized in high-end survey, geospatial and construction equipment.

➡# Increased sales profit margins by 8% over a 2-year period.

➡# Drafted documentation for IRS Audit, as well as Sales and Use Tax Audits, securing “No Change” letters. When company ownership decided to sell the company as part of its succession plan, ensured its financial infrastructure was well-positioned.

➡# Performed due diligence, generated required reporting, including quality of earnings, and served as financial liaison between the buyer (AllTerra) and seller (Western Data) for the successful sale.

Chief Operations Officer | COO – Geospatial Technology Equipment;
Dynamics NAV ERP

January 2008 - June 2012 (4 years 6 months)

Greater Houston

In 2008, while I was traversing the country as project manager and implementing NAV systems for multiple clients, the then President of one of our end-user companies called me and exclaimed, “I need you!”

➡# Tasked with upping the company’s game on multiple fronts. Focus included CRM, financial operations, improving the sales pipeline, and better managing service technicians.

➡# Promoted to President in 2012.

Rental Management, Inc (RMI)

Senior Project Manager | Account Manager – Navision ERP
Implementation

February 1999 - January 2008 (9 years)

On behalf of a Navision channel partner, and in a classic project management capacity, I helped a diverse client base get up and running on the Navision Software Enterprise ERP platform. The work included performing pre-sales presentations, conducting business analysis, liaising with C-level management, developing project scope, building teams, and generally managing the full life cycle of Navision Enterprise software implementation projects.

➡# Led team that implemented 50+ end-to-end Microsoft Dynamics NAV installations in the U.S. and Canada.

➡# Served as SME, helping clients establish accounting and finance best practices and optimize their use of ERP technology.

Ames Dept Stores

Director, Accounts Payable and Inventory Control – Cost Control, Loss Prevention, Risk Management

December 1990 - January 1999 (8 years 2 months)

For a \$2B, 448-store retail chain with four distribution centers, we implemented new business processes, including cycle inventories and shrinkage control.

I actively worked with store-level management to build trust and synchronize local decision making with corporate reporting.

➡# Identified control weaknesses in our warehouse management system, as well as data integrity issues, and implemented new controls to reduce financial exposure.

➡# Reduced annual shrinkage losses by \$23M over an 8-year period, via strong collaboration with Loss Prevention and Store Operations.

Highland Superstores, Inc.

Controller, Service Division

1987 - 1990 (3 years)

For the second-largest American electronics retailer behind Circuit City, and amidst M&A change, I led initiatives to effectively streamline our workforce by 19% through automation, centralization, and workflow efficiencies.

Education

University of Connecticut

Bachelor of Science - BS, Accounting