

WILLIAM PORTER QUAM

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Senior Management Consulting and Risk Advising

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Manufacturing & Mining Industries ~ Banking & Financial Services ~ Economic Policy Advising  
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Interim Executive Management - Leadership Training & Visionary Strategy Development
Global Risk Assessments & Forensic Financial Flows Analysis & Investigation - Operational & Supply Chain Optimization
Crisis Planning & Intervention - Global Corporate Social Responsibility Planning - Social License To Operate Strategies
Local Community Social Conflict Resolution - Mining & Mineral Resource Certification and Audit - HSE Evaluations

Current Focus: Risk Averse Profitability and Operational Solutions, Executive Management Intrapreneur Strategies & Organization Optimization Designs. Specialist with socioeconomic resource development & 3TG "conflict minerals" compliance solutions for US, EU. Executive management experience in "High Risk" mining locations with 3,500 ASM worker. Turn-around \$100,000 loss to profitability in 2 months. "Lean" organizational strategies and forensic analysis. Advise organizations that operate in political, operational and/or culturally dynamic and challenging environments.

Current Professional Development: Global Profitability & Strategy Solutions –

A Quantum Cognition Investigation & Analysis Approach

Nordic Sun Worldwide Ltd.

Vienna, Austria, EU

2002 to Present – *Senior Management Consultant, Risk Analyst and Intrapreneur Training Facilitator*

Areas of Expertise include:

Profitability & Strategy Success Solutions in Challenging and Structurally Rigid Cultural Environments; "Conflict Minerals" Traceability & Transparency Certification Program Analysis and Design; Supply Chain & Procurement Sourcing and Analysis; Organization Optimization Strategies, Intrapreneur Management Training and Operational Efficiency Consulting; Cross-Cultural Business Evaluation; Lean Organizational Design and Implementation; Investment Evaluation and Analysis; Business Intelligence Reporting; Security Evaluation and Analysis; Forensic Business Analysis; Corporate Social Responsibility (CSR) & Social License to Operate (SLO) Design and Implementation.

Managing Director of Natural Resource Development Rwanda and Bay View Group, the largest private mining operation in Rwanda with 350 employees and over 3,500 artisanal miners covering more than 65,000 ha (160,000 acres) of concession areas. Within 3 months brought the previous \$100,000/month loss making operation into profitability for the first time in 5 years. Operations involved both underground and open cast mining. Primary activities included managing operations, liaise with government and business leaders, financial accounting and reporting, mining operations and security including the usage and safeguarding of explosives, extensive experience investigating and administering OECD, OFAC, FCPA, iTSCi, EICC, EITI and CTC due diligence and compliance programs.

Significant Outcome ~ Researched and Designed the only technology based 3TG "conflict minerals" resource traceability & transparency certification program. The Green Program - www.thegreenprogram.org and the "Socioeconomic Resource Development Model" (SERD) to use local economic development to drive increased FDI business and resource project profitability in Resource Rich Developing Countries. www.nordicsw.com/serd/

University of Economics in Bratislava

Bratislava, Slovakia

2008 to 2009 – *Instructor*

Full-time instructor (minimum 18 class hours per week) of Economics, International Relations and Business Management courses. Mentored students to assist them develop realistic University education goals and future employment potential.

State of Alaska, Department of Corrections, Correctional Industries

Anchorage, Alaska

1996 to 2002 - *Operations Manager*

Managed the operations of 6 different remote factory locations with 350 prison employees and management staff that were represented by 3 different labor unions. Developed and integrated a customer centered philosophy into a State run business environment. Analyzed customer service and operations components to identify and address numerous organizational failures. Regularly prepared and presented testimony for presentation to legislative committees, the advisory Commission, government officials and the public to address issues of procurement policy, accountability, solvency, quality improvements and future trends. Responsibility for establishing requirements and administering multi-year Invitation To Bid (ITB) and Request for Proposal (RFP) tender competitions for supplying services and products to the government entities. Successfully introduced vastly improved program methodologies, processes and cost controls that resulted in new operational efficiency and enhanced Public Private Partnerships.

Nordic Sun Worldwide s.r.o.

Bratislava, Slovakia

1992 to 1996 - *Management Consultant*

Designed and implemented privatization and reorganization programs for companies and state-run entities in Central and Eastern Europe, CIS and Russia where individual companies experienced difficulties understanding the economic transformation from a centrally planned model to a more free market business model. Negotiations with cabinet Ministry, central bank directors and Managing Directors of State run factories with little or no experience in western business practices. Developed and implemented marketing, corporate strategic, financial and general business plans, investment development studies and privatization projects. Assisted State and private run companies change, streamline or divest operations to be better positioned to sell products or services in the European Union and US markets. Researched the legal and economic feasibility of operating the local subsidiary of Samsung that resulted in maintaining a \$10,000,000 investment. Researched legal, tax and operating structures from the standpoint of various home office jurisdictions. Major clients in the US, England, Austria, Slovakia, Czech Republic, Latvia, Russia and Romania. Partial List of Projects: Electrosvit Privatization Proposal, 1991-1992; ING Bank – Temporary Operations Manager, Bratislava 1992; Techservice – various operational, supply chain and research engagements for steel trading, 1993 - 1995; Bonus Inc., Riga, Latvia - Corporate Strategic Plan to integrate 17 individual corporate entities 1994 – 1995; ATT Call Center, Bratislava, Specialized training in American corporate culture for local staff after outsourcing of operation from the US. 1995 – 1996.

Union Bank of California, Division of Bank of Tokyo

Los Angeles, California

1987 - 1992 - *IT Project Manager*

Managed bank wide IT project, created and maintained information technology project plan that communicated tasks, milestone dates and resource allocations. Developed and utilized project and software life-cycle methodology. Coordinate delivery of development (beta) and production releases that met quality assurance standards. Assist technical team in design and development tasks. Produced training manual and conducted a yearlong, comprehensive training program. Comfortable understanding of the Japanese business culture of the process of building consensus management.

Trade Finance Specialist

Performed a variety of complex technical and analytical functions related to trade financing and servicing. Reviewed and approved trade finance documents for bank and regulatory compliance and acceptability to the credit committee's terms and conditions; recommended language for commercial and stand-by letters of credit and related documents, interpreted and clarified terms and conditions of trade finance documents for customers. Acquired new customers through targeted lead generation and portfolio management using structured lead generation through internal and external referral sources and contacts established through existing portfolio relationships. Maintained close relationship with SME Banking customers in providing solution based initiatives to meet their needs.

PRESENTATIONS AND PUBLICATIONS

- ❖ “Risk Averse Global Profitability and Operational Excellence for the 21st Century” Private research project 2014
- ❖ “Socioeconomic Resource Development Model”, (<http://www.nordicsw.com/serd.html>) A new, practical resource development model for Foreign Direct Investment projects in conflict-affected and high-risk resource rich developing countries that drives profitability through strong local socioeconomic development. 2014
- ❖ “The Green Certification & Mineral Sourcing Program”, (<http://thegreenprogram.org/programs.html>) A scientifically based and verified "closed loop" 3T&G (tin, tantalum, tungsten and gold) "conflict minerals", cobalt, copper, precious and colored gemstones certification process for conflict and post-conflict countries like the Democratic Republic of the Congo and other resource rich developing countries in Africa.
- ❖ “Supporting the Government of South Sudan to Strengthen its Critical Institutions and Improve Socioeconomic Welfare” Capacity building action plan presented to the Government of South Sudan. 2012
- ❖ “200 kva Bio-Power Generation and Cooking Stove Fuel Substitution Project” Nordic Sun Congo Foundation, Goma, DRC, 2009
- ❖ “Strategic Development Plan for Natural Resources and Other Foreign Investments in the Democratic Republic of the Congo” Resource Development research plan for investor in DR Congo 2007

EDUCATION

- 2011 – Certificate Course in Principles of Lean Thinking - Business Systems and Practices
- 2005 – Conflict Analysis Professional Training, United States Institute of Peace, Washington, D.C.
- 2002 - State of Alaska
 - Level II Advanced Procurement Officers Certification
 - Small Procurement – (NIGP/NAPM)
 - Ethics – (NIGP/NAPM)
 - Alternate Procurement, Protest/Appeals, Violations (NIGP/NAPM)
- 2001 – Human Resources & Employment Law Training Certificate (12 CLE Credits), Alaska Business Seminars, Anchorage, Alaska
- 1998 – “A Passion for Excellence” International Training, Correctional Industries Association, Cincinnati, Ohio
- 1987 - Masters of Business Administration Degree (MBA) – Webster University, Leiden, The Netherlands
- 1984 – Probation & Parole Classification Training, US Department of Justice, Boulder, Colorado
- 1979 – Bachelor of Arts Degree (BA) Psychology, California State University Long Beach, California
- 1974 – Gas Turbine Engine Technology Certified Training, Jetma Technical Institute, So. San Francisco, California
- 1971 – Voice Processing Specialist Training Certificate, U.S. Air Force Security Service School
- 1970 – Top Secret Security Clearance - Inactive
- 1970– North Vietnamese Language Diploma, Defense Language Institute, Monterey, California