



Carl Johan Rosenquist Career Summary

Carl Johan Rosenquist is a highly respected strategic business and IT consultant with extensive international line management, Project Management and Project Director experience working in the Financial Services, virtual-Commerce, Energy and Government sectors.

In his career, which spans more than 30 years in the IT industry, he has held senior posts with a number of leading international companies including Logica, ICL, CACI, Sema Group, SchlumbergerSema, Tandem, Compaq, HP, GFG Group, Pacific Century Cyber Works (PCCW) and Unisys. He has successfully completed numerous key assignments, including: establishing corporate IT strategy for Lombard Insurance in Hong Kong, establishing the National IT Plan for Singapore, developing the IT framework, Strategy and IT Plan for the National Oil Company of Indonesia, developed Business Strategies for several Banking Institutions and Card Businesses, established Jardine Logica as major player in the virtual and electronic banking sector in Asia.

His comprehensive knowledge of advanced technologies and modern methodologies has resulted in his frequent contribution as speaker on advanced topics at major international events.

From its inauguration in 1997 Carl has been managing Principal of SynerCom (Cyprus) Limited. In this role he has carried out the following projects:

- ❑ Development of strategy for the Civil Service Computerization Programme for the National Computer Board of Singapore
- ❑ Development of Population Database Strategy and Identity Card system for the Hong Kong Government
- ❑ Financial Performance Improvement Program for Bank of Cyprus
- ❑ Requirements Definition Study for Further Automation of the Trading System for the Stock Exchange of Hong Kong and
- ❑ Bid Management and Contract negotiations For the Implementation of Further Automation of the Trading System Project for the Stock Exchange of Hong Kong
- ❑ Project Management on major consultancy assignments, Public Key Infrastructure Projects and Electronic Commerce Projects for Hong Kong Government, Manulife International and AIG for Sema Group
- ❑ Project Director on a Card Centre Management rationalization study for Rizal Commercial Banking Corporation (Philippines)
- ❑ Customer Relationship and project director on a major Cellular Service Provider virtual Commerce project involving the use of Public Key enabled Mobile phones

as the delivery vehicle for Macro payments Mobile Banking, Mobile Commerce, Prepaid Cards (MasterCard product) and Telephone air time / top-up

- Establishment of m-Commerce Services Providers throughout Asia, responsible for design, build and business planning for entities responsible for delivering:
 - Micro-Payments: Micro-Payments based low-cost cellular messaging & payment technology with open interface to all existing cellular networks (including AMPS / NAMPS, TDMA, GSM, CDMA, 3G, etc.).
 - Macro-Payments: Secure Macro-Payments based on SIM Tool Kit applications, SMS messages and / or WAP transactions using PKI infrastructure with mobile phones incorporating customized SIM Cards including digital certificates and STK applets.
- Bid manager and Project Director for Daltex Information Technology Limited's successful project for the Central Bank of Egypt's European Union funded development and implementation of the Central Banks Bulk Payment and Clearing System.
- Bid manager for the SchlumbergerSema's proposal in response to Hong Kong Immigration Department's request for proposal for a multi application Smart Identity Card System (SMARTICS).
- Director for the TeamCOMPAQ consortium Project Definition Consultancy Programme for the Shanghai Stock Exchange's New Generation Trading Systems Programme
- Project Director for the New HP's Project Definition Consultancy Programme for the New Generation Trading System for the Shanghai Stock Exchange (The Shanghai Stock Exchange has the highest volume of transactions of any Stock Exchange in the world)
- Project Director for Pacific Century Cyber Works China Limited on its New Generation Trading System project for the Shanghai Stock Exchange.

One of Carl's areas of domain expertise is Payment Systems. Carl has been involved in the following Payment Systems Categories and accounts:

Bulk Payment and Clearing:

- ◆ Clearing and Settlement System Bank Indonesia (The Central Bank of Indonesia)
- ◆ Cheque Clearing and Settlement System Central Bank of Oman
- ◆ Cheque Clearing and Settlement System Arab Bank Jordan
- ◆ Bulk Payment and Clearing System (BPCS) Central Bank of Egypt

Electronic Funds Transfer and Point of Sales (EFTPOS):

- ◆ Lintasarta (Money Flow) Shared EFTPOS Network Consortium Indonesia
- ◆ SiamNet Shared ATM and EFTPOS System Thailand
- ◆ United Malayan Banking Corporation EFTPOS System Malaysia
- ◆ Southern Bank EFTPOS System Malaysia
- ◆ Bank Simpanan EFTPOS System Malaysia

- ◆ Equitable Bank EFTPOS System Philippines
- ◆ Bank of the Philippine Islands EFTPOS System Philippines
- ◆ FISG Taiwan
- ◆ TSB Bank Ireland

e-Payments, Public Key Infrastructure and Virtual Payments (Customer not present):

- ◆ Smart Communications Corporation Philippines (with MasterCards)
- ◆ M-Commerce Programme roll out (With Visa International CEMEA)
- ◆ Asia Wide introduction of V-Commerce JardineOne
- ◆ Electronic Delivery System Hong Kong Government (now ESD Life)
- ◆ Hong Kong Post PKI (e-Cert Hong Kong)
- ◆ Electronic Government Jordan (eJordan)

Card, Smart Card and Merchant Management Systems:

- ◆ Public Bank Berhad Malaysia (Card and Merchant Management)
- ◆ Banco D'Oro Philippines (Card and Merchant Management)
- ◆ Banco Filipino Philippines (Card and Merchant Management)
- ◆ Rizal Banking Corporation Philippines (Card and Merchant Management)
- ◆ Savings Bank of the Russian Federation (Card and Merchant Management)
- ◆ Borland Bank South Africa (Card and Merchant Management)
- ◆ SmartICS (The Hong Kong Government Smart ID Card System)

Career Summary prior to the creation of / and employment with SynerCom (Cyprus) Limited in reverse chronological order:

1996-1997 Unisys Information Services Group Financial Services Division Europe

Responsible for the following projects as Project Director and / or Projects Manager:

Unisys Financial Services Programme and Financial Service offerings throughout Europe including:

- Financial Business Architecture
- Retail Banking Products (Branch Automation, Retail Banking Systems)
- Wholesale and Commercial Banking Systems
- Card and Merchant Management
- EFTPOS Systems including Switching, RTGS and Clearing and Settlement
- Trade Finance Systems and Documentary Credit Systems

Specific Project Director Responsibilities:

- Implementation of Retail Banking System for FSS (Foreningen af Skånske Sparbanker or the Federation of Savings Banks in Southern Sweden)

1994 -1996 Managing Principal Unisys Africa, Eurasia and Middle East (AEME)

Based in Dubai Responsible for the following projects as Project Director and / or Projects Manager:

- Financial Business Architecture
- Retail Banking Products (Branch Automation, Retail Banking Systems)
- Wholesale and Commercial Banking Systems
- Card and Merchant Management
- EFTPOS Systems including Switching, RTGS and Clearing and Settlement
- Trade Finance Systems and Documentary Credit Systems

Specific Project Director Responsibilities:

- Clearing and Settlement System Central Bank of Oman, Muscat, Oman
- Clearing and Settlement System Arab Bank, Amman, Jordan
- Branch Automation System Emirates Bank, Dubai, UAE
- Branch Automation System, Oman International Bank S.A.O.G, Muscat, Oman

1993-1994 Programme Director Worldwide Financial Services Unisys Corporation

Based in Unisys Head Quarters Blue Bell Philadelphia responsible for development of the Unisys Financial Business Architecture Programme including the following components:

- Retail Banking Products (Retail Banking Systems)
- Card and Merchant Management
- EFTPOS Systems including Switching, RTGS and Clearing and Settlement
- Trade Finance Systems and Documentary Credit Systems

Specific Project Director Responsibilities:

- Boland Bank Paarl South Africa, Card and Merchant Management
- Public Bank Behard, Kuala Lumpur Malaysia, Card and Merchant Management
- Savings Bank of the Russian Federation, Moscow, USSR
- Bank of Ceylon, Colombo, Sri Lanka, Retail Banking and Trade Finance System
- Muslim Commercial Bank of Pakistan, Retail Banking and ATM System

1989-1993 General Manager and Managing Principal Information Services Group (SynerCom) Unisys Asia Division

Based in Unisys' Asian Head Quarters in Hong Kong Managing Director and Project Director for the following projects:

- Development and implementation of BankSys (Retail Banking System) and Wholesale / Commercial Banking System for Bank of Oman (Now Mashreq Bank), Dubai, UAE
- Implementation of Retail Banking System for Cork and Limerick Bank and TSB Bank (Now permanent TSB) in Ireland
- Implementation of Branch Automation, Retail Banking, EFTPOS and Electronic Transaction Switching System for United Malayan Banking Corporation (Now RHB Bank)
- Loan Systems implementation Bank Tabungan Negara Bank, Jakarta, Indonesia
- Implementation of Branch Automation, Retail Banking and Networking Bank Umum Nasional, Jakarta, Indonesia

- Implementation of Retail Banking System Banco Filipino, Manila, Philippines
- Implementation of Retail Banking System Pilipinas Bank , Manila, Philippines

1974-1976 and 1980 -1989 Business Development Director Logica UK & Logica Far East

Based in London and subsequently Indonesia, Singapore and Hong Kong responsible for the following projects:

- Supervisory Control and Data Acquisition System for Selangor Waterworks in Kuala Lumpur, Malaysia
- Project Management of shared Automatic Teller Machine Network "SiamNet", Thailand
- Project Management of shared Automatic Teller Machine Network shared ATM/POS Network for Equitable Bank of Philippines
- Project and Account Management for shared Automatic Teller Machine Network and Front-End Financial Transaction System for Bank Simpanan Nasional, Malaysia
- Project and Account Management of EFTPOS systems implementation for Southern Bank Berhad, Malaysia
- Project and Account Management EFTPOS Switching System First International Systems Group (FISG), Taipei, Taiwan
- Financial Switching Systems Strategy for SysCom, Seoul, Korea
- Project and Account Management of shared Automatic Teller Machine Network and shared ATM switch for the Malaysian Electronic Payment system (MEPS)
- Project and Account Management EFTPOS Network for the Indonesian Public Banking Services Network Lintasarta (Money flow).
- Design of Corporate Database Architecture for Pertamina's (the National Oil Company Indonesia) IT Strategy
- Design and project management Strategic Management Information System, Pertamina, Indonesia
- Developed Information Structure for ADNOC (Abu Dhabi National Oil Company) Abu Dhabi, United Arab Emirates
- Established the National Information Technology Plan for the National Computer Board of Singapore
- Established the overall structure of Singapore Government's Information Resource, National Computer Board of Singapore
- Defined Mapping and Geographic Information Systems Strategy, National Computer Board of Singapore
- Design and project management Integrated Land Use System for the Ministry of National Development, Singapore
- Development of IT Strategy Post Office Savings Bank, Singapore
- Development and implementation of IT Strategy for Lombard Insurance Group world wide including offices in:
 - Hong Kong (HQ)
 - Singapore
 - Sydney
 - London
 - Kuala Lumpur
 - Manila
 - Bangkok

- Development of IT Strategy for The Open University, Milton Keynes, UK
- Database Development and Design Australian Telecommunication Commission, Melbourne, Australia
- Database Development and Design, British Library, London
- Main Frame Computer Systems Evaluation and Acquisition, Vihamij Buttinger, (Manufacturing & Retail Distribution), Arnhem, Holland

1978-1980 Managing Consultant / General Manager CACI Ltd.

Based in London and subsequently Dublin Ireland responsible for the following Projects:

- Development of Corporate Information Resource Structure & IT Strategy Shell Research Sittingbourne, Kent, UK
- Established C.A.C.I.'s Dublin office and recruited 10 consultants under the Irish Develop Authority scheme

1976-1978 Senior Consultant ICL Ltd. International Division

Based in Hong Kong and subsequently London responsible for the following projects:

- IT Strategy Development, Hong Kong Government
- Database Development and Design, Bank Bumiputra, Kuala Lumpur, Malaysia
- IT strategy and Information Resource Structure Development, ACS (Australian Customs Services), Canberra

1972-1974 Managing Director RQ DATA a/s

Based in Copenhagen, Denmark responsible for:

- ADABAS database design and training
- IBM 7094 Simulation And Forecasting System for Heat Research Project.
- IBM 370, Booking System, Stock Control And Enquiry System for space booking on Ocean Liners for the East Asiatic Company
- IBM 360 Inventory Control System for hardware equipment manufacturer
- Burroughs B6700, database project with applications including:
 - Pay-roll
 - Inventory control
 - BOM
 - Invoicing and accounting