

The Difference Is...

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Jeff is a Principal in Brown Smith Wallace's Consulting Group. He is the managing consultant and is responsible for IT strategic consulting and software research and evaluation. Jeff has 30 years' experience as a financial manager and technology consultant in the manufacturing, distribution and service sectors. His key areas of expertise are:

- Financial accounting, reporting and analysis
- Budgeting
- Cost accounting and analysis
- Cash flow analysis and management
- Customer relationship management
- Business Intelligence
- System evaluation and selection
- System implementation

A combination of accounting expertise and technological knowledge makes Jeff a valuable asset to our clients. Using this acumen, he performs systems assessments and technology audits and assists clients in selecting and implementing software solutions which fit their business needs. The Consulting Group publishes the company's Distribution Software Guide and Manufacturing Guide. The industry-leading website, software4distributors receives 3,000 to 5,000 visitors a month looking for information on technology topics. The Group also publishes Technology Supplements in partnership with Industrial Distribution and Progressive Distributor magazines. The Group writes whitepapers on various technology subjects; the most recent being on demand planning, customer segmentation for improving profits and six key strategies for improving operations and profits in a down economy.

The Group organizes and hosts the Distribution Virtual Technology Fair, a virtual trade show for 35 technology exhibitors. The Group has also recently conducted a series of webinars for Food and Beverage companies.

Previously, Jeff was president of Financial and Computer Solutions, which merged with Brown Smith Wallace Consulting Group in 2002. The consulting firm specialized in conducting technology projects for small and mid-sized enterprises in manufacturing, distribution and professional services. Projects included:

- Software selection and implementation
- Enterprise resource planning
- Distribution and customer relationship management
- Accounting applications
- System assessments
- System security audits

A graduate of the University of Denver, Jeff holds a Bachelor of Science degree in accountancy. He is a licensed CPA and a member of the Missouri Society of Certified Public Accountants.