



MARTIN ROULLEAUX DUGAGE

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Born : March 7, 1957 (Age : 47)
Married, 4 children

INTERESTS & OBJECTIVES

I am passionate about the knowledge economy, and issues related to management in the knowledge age of today, where fast learning, networking and business intelligence are quickly becoming the primary source of competitive advantage. My short-term objective is to develop a consulting and education practice in this area, and eventually take the responsibility for a major learning and intelligence initiative à la GE Crotonville in a large technology-driven international firm.

EXPERIENCE

2002->...

Schneider Electric Rueil, France

Director – Knowledge Management Program

- Initiated and now runs Schneider Electric's Knowledge Management program (reusing good business practices across 130 country organizations)
- Supported and developed (as of January 2005) with his team 12 global Communities of Practice in the sales and marketing field. Launched collaborative web-based infrastructures as an internal service for communities and project teams
- Developed a KM learning program for Schneider Electric based on inputs from other companies and government organizations in the US

2001

Schneider Electric North Andover, MA, USA

Director – Knowledge Services

- Initiated, Set up and launched knexsis, an spin-off project for web community management.
- Successfully attracted \$1 million of seed money and hired a staff of ten people
- Developed the proof of concept and alpha-test with key partners
- Negotiated 10 commercial proposals for Schneider Electric and other major corporations
- Stopped the project and fired staff when investors pulled away.

1998–2001

Schneider Automation North Andover, MA, USA

Director – New Projects

- Designed and implemented the « customer specific projects » program which resulted in \$5 million new sales
- Initiated, Set up and launched a major new product development project to renew the PLC product range, which became the Twido product range of Schneider Electric and the MicroSmart product range of IDEC of Japan
 - Selected partner in Japan,
 - Elaborated strategic cooperation program and contracting agreements,
 - Set up the project team and managed the project from July 2000 to August 2001.

1995–1998

NUM SA Argenteuil, France

VP, Marketing & Strategy

- Strategic Planning, Product Marketing, Communication and PR of a \$100 million high-tech company,
- Ran the Marketing team.
- Established new partnering relations with parent company (Schneider Electric) and its worldwide sales organization.
- Initiated the renewal of the Numerical Controls product range and launched the NUM 1050

1993-1994

Schneider Electric Rueil, France

Marketing Consultant – Industrial Automation

- Lead various marketing working groups and task forces to implement new marketing strategy.
- Participated in the AEG-Schneider working groups to create the AEG-Schneider Automation joint venture.

1989-1992

M2i-Statorg Rueil, France

Senior Management Consultant – Project Leader

- Participated in 15 consulting missions for large multinational companies in high-tech industries as project manager.
- Generated a total of \$1million sales in follow-up fees in 1991-1992.

1987-1989

SRI International Paris, France

Management Consultant

- Participated in consulting missions for large multinational companies in high-tech industries.

1982-1986

Dassault Aviation St Cloud, France

Development and Manufacturing Manager

- Designed, developed and manufactured 20 highly innovative carbon fiber composite structures and panels for the Rafale A fighter.
- Developed new processes to manufacture carbon composite aircraft structures
- Lead a team of 30 collaborators, technicians and engineers.

EDUCATION

1986-1987

INSEAD Fontainebleau, France

- MBA - Dean's list

1977-1980

Ecole des Mines de Paris Paris, France

- Ingenieur Civil des Mines (Engineering Degree)
- Major: Materials Science

LANGUAGE SKILLS

- Bilingual French and English
- Working knowledge of German, Spanish, and Italian

PUBLICATIONS & CONFERENCES

- White Paper: Web-Enabled Communities of Practice (2001)
- Articles in business press: les Echos, Management Reviews (2002-2004)
- Guest Speaker at Documation, Carrefours Logistique, Competia, and large company events (Renault)

MISCELLANEOUS

- Member of the Board of Salamandre SA, Management Consulting Firm specialized in mission-critical intelligence gathering and sovereignty.
- Assistant professor of Knowledge Management at Ceram
- Cofounder of the CoP-1 community with of KM practitioners of major french companies
- Special advisor to Prodialog community management startup company
- Co-founder and Treasurer of Association Noel Leautaud, a charity association in Southern France