

## Biographies of Presenters

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**Richard Thompson Ainsworth**, LL.M., J.D., B.B.A. is a Massachusetts and New Hampshire attorney with over 20 years academic, government, and private sector experience in state and local, U.S. federal and international taxation. He is currently tax counsel with Taxware and teaches courses in VAT and Comparative Income Taxation at the Boston University School of Law. Richard has been the Deputy Director of the International Tax Program at Harvard Law School and an Adjunct Professor of Public Policy at the Kennedy School of Government. Richard is a Visiting Professor of American Law at Ritsumeikan University, Kyoto, Japan and held a Fulbright as a Professor of Taxation (Kyoto and Kobe Universities, Japan). Earlier, he was a Senior Litigation Attorney with the IRS, Office of Chief Counsel and served as the Legal Advisor to the Commissioner, New Hampshire Department of Revenue.

**Sandra Hadler**, Chief of Party, has more than twenty-five years cross-sectoral experience with the World Bank on three continents, ensuring a broad exposure to institutional development and policy implementation. Sandra's primary area of focus has been macro-policy, advising governments on structural and stabilization policies. Recent areas of specialist advice include strengthening of budget systems; tax administration and policy; civil service and parastatal reform; strategic planning and management; and, labor markets and social safety nets. Since leaving the World Bank in 1999, Sandra has been a Visiting Fellow at Harvard University with the International Tax Program where she undertook research in tax administration in Africa, taught undergraduate development economics and was involved in the establishment of an African Tax Institute (SATI) for the training of government tax officials; Associate Director, PricewaterhouseCoopers' Public Sector Group in Tanzania leading regional Public Sector Reform activities; and, Chief of Party for the USAID-funded Fiscal Reform Project. She holds a Ph.D in economics and has taught university level courses in micro- and macro-economics and development economics.

**Malcolm G. Lane** is Professor and Head of the Department of Computer Science at James Madison University. He also serves as an Executive Director (part-time) with BearingPoint and has twenty years of experience in international information and communications technology projects with state and federal governments around the world. He is a specialist in the application of computer technology to tax and fiscal administration and financial systems with experience working in over 30 countries. As Managing Principal of the IBM Revenue and Fiscal Management Consulting Practice and Managing Director at KPMG Barents Group, he was responsible for the development of solutions for government revenue, accounting, and treasury systems in World Bank and USAID projects around the world and in U.S. state governments. These projects included the Russia Stock Trading, Kazakhstan Treasury, Indonesian Tax, Egyptian General Sales Tax, Republic of China Tax, Kenyan Income Tax, and Guatemalan Income Tax and the U.S. state of California non-filer systems. Earlier, Dr. Lane served as Professor of Computer Science at West Virginia University and as AT&T Visiting

Professor of Telecommunications at the University of Pittsburgh. He currently serves as an information technology and tax administration consultant to the World Bank.

**Luc de Wulf** started as a fiscal economist with the IMF in 1972 where he worked extensively on import taxation in a number of regions. In 1988, Luc moved to the World Bank where he was a principal economist in Africa and the Middle East Department. Since retirement he has worked on customs modernization projects in Vietnam, Ghana, Bangladesh and several countries in the SADC Region, coordinated two major trade integration studies (for Mauritania and Senegal), and written a customs modernization study for the South African Development Economic Community.

**David Hesketh** has 15 years of professional experience working on customs transformation and modernization projects including the harmonization of customs laws and procedures. For five years he has been head of HM Revenue and Customs, an international assistance organization housed within UK Customs. He currently manages four teams that research, design, deliver and evaluate capacity building and organizational development projects in customs and revenue administrations world-wide. Mr. Hesketh has provided short and long term consultants and managed over 100 inward visits to UK Customs per year. He has also drafted assistance strategies and Terms of Reference and evaluated assistance projects for effectiveness, sustainability and value for money. His projects include: Twinning in Poland, Lithuania, Romania, Czech Republic and Latvia; Customs and Fiscal Assistance Office (CAFAO) projects and Project Co-ordination in Bosnia and Herzegovina, Serbia and Kosovo; Customs Transformation Projects in Southern and Eastern Africa; and, Customs Reform and Modernization Projects in the Caribbean. He has influenced Capacity Building Policy in the WCO, Eurocustoms, IOTA and CCLEC and was a leading player in developing the WCO CRM Programme Policy and the latest WCO Capacity Building Strategy.

**Wendy Osmond** is Vice-President, Information Technology Products, of CRC Sogema, a Canadian management consulting firm specialized in responsible governance in the economic and social domains for developing and emerging countries. She has worked in developing countries for over 15 years, mainly in I.T. automation projects. For the past 10 years, she has been implementing the SIGTAS tax administration software in the Caribbean, Africa, Eastern Europe, Central America and the Middle East. She is also one of the original designers of SIGTAS and remains actively involved in its design and advancement.

**Marc Kamel** is Director, Business Computing at CRC Sogema Inc, a Canadian management consulting firm specialized in responsible governance in the economic and social domains for developing and emerging countries. He has been involved in the implementation of management information systems since 1994, with specific engagements in the areas of fiscal reform and tax administration for the past three years. He has managed projects aimed at implementing various modules of the Standard Integrated Government Tax Administration System (SIGTAS) to support revenue administration for most types of taxes and licenses, including value-added tax and property tax, in six Caribbean countries. He also served as the Project Manager on two

comprehensive SIGTAS implementations, in the Caribbean and in Africa. Within the context of CRC Sogema's IT Products division, he coordinates a team that includes Business Analysts, Quality Assurance Leads, Technical Writers, Trainers and Legal Advisors, and is responsible for continuous improvement of the SIGTAS implementation methodology and tools, as well as the development of client information material. He holds an MBA, a Graduate Certificate in Treasury and a BCom in Economics, from McGill University.

**Luciano Pugliatti** currently holds the post of IT R&D Director for Crown Agents' Customs and Tax Division and is responsible for developing CA's IT business and managing IT projects in various countries. Mr Pugliatti has over twenty years experience in IS/IT having held senior management positions in the commercial sector and having actively contributed to field activities on Crown Agents' IT projects. Mr Pugliatti was the original designer of the TIMS system for Customs, the VIPS system for tax administrations and CA's specialist anti-smuggling devices, the Intelligent Seals™. Before joining CA, Mr Pugliatti was Owner and Managing Director of a software house specializing in shipping and trading systems, which was one of the first in the industry to implement EDI solutions for international trade. Prior to that he was IT Director for the Inchcape Group in Japan. Mr Pugliatti has considerable experience of delivering effective and sustainable IT solutions in developing countries targeted at increasing revenues, minimizing corruption and supporting the process of institutional development. Mr Pugliatti was directly involved in the management, design and development of IT systems which are now deployed in Ghana, Zambia, Uganda, Mozambique, Tanzania, Jamaica, Lesotho, Jordan, India, the Isle of Man, Latvia, Kosovo and Bulgaria.

**John Reece** is Chairman and CEO of John C. Reece & Associates, LLC, providing assistance to corporate and government clients in resolving enterprise performance issues. Previously, Mr. Reece served as Deputy Commissioner for Modernization & Chief Information Officer (CIO) at the IRS, in which capacity he led the agency's business transformation programs. As head of the MITS Services organization, which integrated Modernization, Information Technology and Security services activities under a single, consolidated leadership structure, he managed combined budgets of more than \$2 billion employing more than 8,500 professionals. Together, these organizations offered day-to-day IT and security services to 95,000+ IRS employees, improved existing infrastructure and network platforms, modernized the IRS' core data systems, and revamped its business processes, while establishing and overseeing IRS-wide security programs. In addition to multiple CIO roles in government and the private sector, Mr. Reece has served as Managing Partner of Booz Allen Hamilton's IT Practice in the U.S. Midwest and as EVP and leader of Strategic Planning Associates' global IT strategy practice. He has also held leadership positions at IBM, Union Carbide and American Express' Card Division. He is currently is a board member of Unysis' Security Leadership Institute, InfraSi, Inc. and serves on CloudShield, Inc.'s and Applied Identity, Inc.'s advisory boards. He has previously served on advisory boards at AT&T, Oracle, Sun Microsystems and Bristol Myers-Squibb. Mr. Reece is a principal member of the Council for Excellence in Government and a participating member of the Industry Advisory Council (IAC).

**Scott Peterson** is the Executive Director of the Streamline Sales Tax Governing Board, Inc. Involved in the Streamlined Sales Tax Project since its inception, Scott is responsible for the administrative needs of the Governing Board and its committees. He served on its Steering Committee, served as co-chair of the Project and was the interim executive director of the SST Conforming States Committee. Prior to this position, Scott was Director of the Business Tax Division for the South Dakota Department of Revenue and Regulation; a position he has held for ten and a half years. In that position he was responsible for the administration of the South Dakota sales tax, the contractor's excise tax, and municipal sales tax. Prior to that position Scott spent 12 and a half years working for the South Dakota Legislature specializing in tax policy. Scott is a South Dakota native and a veteran of the United States Army. He received a Bachelor of Science degree in Political Science from Black Hills State University and a Masters of Public Administration from the University of South Dakota.

**Jean Gurunlian** is Chief Executive Officer, Webb Fontaine Holding S.A., which delivers tools to assist governments in modernizing the business process of their key administrations using the most advanced technologies. Among his many achievements and distinctions, Gurunlian was the founder and Program Director for ASYCUDA; Head of FALPRO – the World Centre for Trade Facilitation in Developing Countries; Executive Secretary of the World Summit on Trade Efficiency; Executive Secretary of the World Summit Partners for Development; and, Director, Division for Services Infrastructure for Development and Trade Efficiency, United Nations Conference on Trade and Development (UNCTAD). His fields of experience include organization management, audit, information technology, e-commerce, trade logistics, and trade facilitation. Gurunlian has been an international pioneer in the area of e-commerce, and produced numerous reports and publications on ICT and development and trade efficiency guidelines.

**Peter Richer** is General Manager of the South African Revenue Service (SARS).

**Hanno Klausmeier** is Vice President Public Sector Emerging Markets Development Group for SAP. Hanno started with SAP AG in Walldorf, Germany in 1992 as a commercial engineer. A year later, Hanno joined SAP UK as presales executive in SAP Financials. In 1994, he returned to SAP AG as a solution engineer. In December 1995, he joined SAP Mexico and Central America to work as the Manager for Development and Training. Three years later, he joined SAP International as Director for Training and Development for Latin America from the regional office in Miami, Florida. Since 1998, Hanno has been part of SAP in various director positions involved in Public Services, such as: 1998 through 2000 - Manager of Public Sector Americas, 2001 - Director Consulting State and Local Government, 2001 through 2003 - Director of Public Services Latin America – VP Global Business Development and Field Services for Public Sector 2003 through 2005. Prior to joining SAP, Hanno worked for the Finance Director of Solvoy Deutschland GmbH, a chemical company in Solinger and Hanover, Germany. He earned his degree, Diplom-Kaufmann, from the University of Saarbruecken, Germany in 1989 and a degree, Diplôme de Ecole Supérieure de Commerce de Lyon, from the Ecole

Supérieure de Commerce de Lyon in France in 1988. Hanno speaks German, Spanish, English and French.

**Bill Trautman** is a Senior Economist in the Large and Mid-Size Business Division of the IRS, where he is responsible for developing compliance risk and resource allocation models. He has worked for the Harvard Institute for International Development and the U.S. Treasury Department in over a dozen developing and transition economies, providing advice in the development of computer systems for tax administration, tax policy analysis, and budget forecasting. He has also served as a financial economist in the U.S. Treasury Department's Office of Tax Analysis.

**J. Council Leak** leads the International Tax team at Wal-Mart, the world's largest retailer. His team is responsible for international stewardship, transfer pricing administration and international mergers and acquisitions. The stewardship function includes U.S. reporting for foreign-owned affiliates, financial accounting for international income tax, value-added tax and other indirect taxation. Prior to joining Wal-Mart, Council was a Federal Tax Services partner with KPMG LLP. He is a Certified Public Accountant and a member of the American Institute of Certified Public Accountants, Tax Executives Institute and the Manufacturer's Alliance Tax Council. He has more than 20 years of federal, state and international income tax compliance and planning experience predominantly for retail, manufacturing and distribution businesses. Council graduated from the University of North Carolina at Chapel Hill with a Bachelor of Science degree in Business Administration and a Concentration in Accounting.

**Sang Na** is a Regional Account Executive and has been with Oracle Corporation for 8 years. He is responsible for managing sales strategy for many international development organizations including the US Agency for International Development, the Millennium Challenge Corporation, the US Department of State, the World Bank, the International Monetary Fund and the United Nations System. Prior to joining Oracle, Sang was a Management Consultant with PricewaterhouseCoopers specializing in IT/ERP Strategy, Business Process Reengineering and Corporate Change Management. He holds a BS in Accounting from the University of Maryland.