Saint Michael Consulting

Data Mining   Business Intelligence   Modeling   Decision Making

Are You Overwhelmed With Massive Databases That Seem Meaningless?
Do You Have The Feeling That More Analytics Would Help You?
Are you Anxious to Make the Best Educated Decision?
Did You Dream About Knowing The Future?

A thorough analysis of your internal and external data will help you better understand your business. It will identify where the money is coming from and where the money is going to, the micro customer segments that are sources of growth and the profitable product portfolios. Moving from data to information to knowledge will represent a true power in helping you to make better educated business decisions.

As an independent international consultant with a strong background in business and military leadership involving credit risk management, predictive mathematical models, commercial credit risk policies, turning around commercial businesses and military intelligence have successfully completed assignments in organizations around the world.

SERVICES

Data Mining

How to ultimately describe and understand very large data sets? Information science, computer science, probabilities and statistics; classifications, segmentations, regressions and visualization will extract and highlight the patterns, information and knowledge that will allow you to better understand your business, isolate untapped opportunities and increase profit.

Modeling

The major impediment to decision making is the uncertainty of the future. Mathematics, through statistics and probabilities, developed powerful tools that, through the design of complex models, will give you a glance at what the future will probably look like. It will help you refine credit risk policies or better target marketing campaigns.

- Finance and Credit Risk Management: Default, Bankruptcy, Fraud – Basel Models
- Marketing Propensity Models

Strategic Decision Making

For centuries, militaries have refined the operational art of planning deployments, engagements and battles. You can take advantage of this experience. The thorough Operational Planning process through the CRV method will unlock your analytical and deduction power, guiding you and your team to your best options and most successful course of action.

- Strategic Thinking
- Operational Planning
- Game theory

Roger Vandomme
Chief Data Scientist and Principal

With a primary scientific background Roger obtained a Master's in Genetic Engineering from the University *Pierre et Marie Curie* (UPMC) in Paris, an MBA from Queens University and a Master's in Defense Studies with the Royal Military College in Kingston, Ontario.

He started his career as an officer in the French Army and spent five years in a Marine Parachute regiment. He was deployed within the United Nations forces in Lebanon in 1984 and specialized as an intelligence officer.

After six years with an entrepreneurial venture in France, he started a career in credit risk management with Dun & Bradstreet. During his ten years tenure he was in charge of building predictive mathematical models and designing commercial credit risk policies, first all around Europe, then in Canada, South America and Asia Pacific. Subsequently, Roger performed similar functions at Equifax for five years where he turned around the organization's commercial business in Canada.

In addition, he also redesigned the product offering for NPD, and international market research leader, and created the business intelligence department for Rogers Cable in Toronto.

Still an officer in the French Reserve, he is currently a deputy Defense Attaché with the French embassy, and teaches operational planning at the Canadian Forces College in Toronto.

Roger has published a number of papers on influence strategies and information operations.

SAMPLE DELIVERABLES

Financial Risk Analysis
- Created predictive risk models in France, Switzerland, Italy, Belgium, UK, Canada, Mexico, Singapore and Hong-Kong
- Participated to the Basel II compliance of all major financial institutions in France and Canada
- Created a credit bureau for small and medium enterprises in Singapore
- Created, from a white paper, the commercial credit risk management strategy and process for a major beverage distributor
- Created or refined credit risk policies for more than 100 companies around the world
- Participated to the education of credit risk managers through organizations such as the Credit Institute of Canada, and gave innumerable conferences.

Marketing Database Analysis
- Identified growing customer clusters and industry segments
- Isolated profitable products
- Built propensity models to increase marketing campaigns response rates

Strategic Thinking Coaching and Operational Planning
- Participated to the conceptualization and birth of 5 startups
- Trained more than 80 senior military officers to strategic thinking
- Created, train and implement the CRV operational planning method, inspired by the Canadian Forces Operational Planning Process (CFOPP)