



# Higher Ed

## Go-to-Market Strategy

BTRG is organized around the core verticals, where it owns a strategic advantage through superior solutions and subject matter expertise. Each vertical is led by a senior solutions manager and goes to market with an experienced team of consultants and project managers who are guided by executive sponsorship. BTRG's Higher Ed vertical is managed by Cerelia Sumlin, CPA, who has played key roles in PeopleSoft Grants and Financials for Higher Ed institutions nationwide.

## Practitioner Profile

Cerelia Sumlin, CPA, has been a PeopleSoft consultant over 9 years and an active participant in the HEUG Conference as PeopleSoft's 'Meet the Expert' in 2003 and again in 2004.

Sumlin has extensive experience with PeopleSoft Enterprise Financial Management Solutions in both Commercial and Public Sector versions and her module experience runs the gambit from **General Ledger** to **Commitment Control**, **Payables**, **Purchasing**, **Receivables**, **Grants Management**, **Projects**, **Contracts**, and **Billing**. Her experience in mentoring and supervising others has proven an asset in her role as Team Leader, where she has proven an effective supervisor of both consulting staff and customer staff. In addition, she was awarded PeopleSoft's 'Most Innovative' award in 2002 and its 'Consulting eHero' award in 2003.

Today, Sumlin manages *BTRG's Higher Education practice*. As senior solutions manager for all BTRG Higher Education projects she is backed by BTRG's executive leadership and reputable ability to deliver low-cost, high value PeopleSoft services. In this challenging role, Sumlin leverages her extensive expertise in PeopleSoft Financials and Grants Management to manage and deliver successful PeopleSoft projects for Higher Ed.

For more information or to arrange a time to discuss your current or future PeopleSoft implementation contact Cerelia Sumlin at [csumlin@btrgroup.com](mailto:csumlin@btrgroup.com) or 877-287-4462. BTRG is an Oracle Certified Advantage Partner. To achieve this distinction BTRG was required to demonstrate the highest technical standards.

### Current Assignment



PeopleSoft Enterprise  
Financials 8.9 - Implementation

### Practitioner Project Snapshots



PeopleSoft Enterprise  
Financials 6.0 - Implementation