

TECHNOLOGY EXECUTIVE – ADVANCING BUSINESS via TECHNOLOGY

Transformed numerous IT organizations into enablers of business innovation, resulting in competitive advantage, market differentiation, sustainable EBITDA improvements and exponential growth. Delivered up to 100% (\$6B) organic growth – more through major M&A actions - and 30%+ budget reductions (>\$2B) at 5 Fortune 100 companies, 25 Fortune 1000s, numerous SMBs, plus building 3 successful startups.

25+ years in business technology leadership operating in interim, advisory, shadow and full-time IT senior leadership roles. This diverse experience includes rapidly understanding complex environments and defining IT-enabled business growth opportunities in diverse industries including healthcare, aerospace, manufacturing, finance, energy, distribution, retail and government, both state and federal. The lessons learned from this diverse background have proven invaluable.

SKILLS EXPERTISE SUMMARY

All facets of organization responsibilities: Corporate & IT strategy development and execution, business and IT executive leadership in all operational and development areas, enterprise architecture, technology direction, knowledge transfer, business transformation, change management, M&A and post-merger integration, data management, application development, organizational design, portfolio rationalization, cost optimization, outsourcing / offshoring, shared services transitions, and numerous groundbreaking well-known innovations.

EXPERIENCE SUMMARY

- Management: 10+ years of senior executive leadership in CIO, CTO, COO, SVP, and VP roles.
- Consistent, repeated financial and operational successes in 35+ organizations in multiple industries and cultures; Global Fortune 100s to startups. This diverse industry background provides extensive best practices insights.
- Consulting: 15+ years of executive management consulting; strategy, architecture, and transformation, including 5 years as a partner with a pioneer of the enterprise architecture business management discipline.

KEY ACCOMPLISHMENTS

- **Identify major corporate growth and savings opportunities across all business areas.**
 - Transformed 20 years of flat revenue, into 40% growth (+\$1.6B) in 2 years, 100%+ in 8; market cap >10x.
 - Established enterprise-wide architecture at 25 Fortune 1000s, reducing costs 30%+, while improving output.
 - Facilitated shared services transitions for 5 Fortune 1000s; \$100M+ in savings.
- **Create transformational business results through I/T-enabled effective business capabilities.**
 - Developed framework repeatedly used for quickly assessing business needs / risks, then quickly allocating appropriately aligned resources, organization, and technologies.
 - Repeatedly transformed IT into a business-planning partner, enhancing business competitive advantage.
 - Facilitated IT aspects of world's largest merger and numerous post merger integrations.
 - Led global business initiatives product and services portfolio development, with hundreds of concurrent projects & staff with \$650M+ budgets delivering significant business capabilities improvements.
- **Technology-Enabled Business Knowledge**
 - Experience in most major ERP environments, as well as numerous smaller ones
 - Successful track record in business leadership, software, systems design, networks, security, and most major software systems, as well as operations management, disaster recovery, and business alignment.
- **Led breakthrough innovations in process, products, technology, and cultural change.**
 - Nationally known speaker on creating an innovation culture in any organization.
 - Developed product R&D for a new concept in real time remote diabetic monitoring.
 - Developed innovative professional pay-by-skill criteria process, optimizing skills utilization.
 - Key player in numerous other well-known breakthrough innovations.

CHRONOLOGY

Consulting: @ Fortium Partners, LLP (2014-16), @ KPJ Squared (2003 - , 1995-7) and @ TAM Group (1997-2002)

- Services: Senior executive, interim and shadow / advisory executive roles, primarily delivering enterprise architecture leadership, strategic planning and execution, cultural change, innovation, business initiative definition, product design conceptualization, ERP, portfolio rationalization and project implementation.
- Client Size: 24 Fortune 1000 / 5 Fortune 100 clients plus numerous smaller organizations.
- Industries: Energy, healthcare, manufacturing, distribution, insurance, government, retail.
- Successes: \$2B+ saved; multiple times that in growth opportunities identified, major innovations spawned, developed new team concepts and facilitated massive positive cultural change.

PARTNER, Fortium Partners, LP, International Consulting Practice, (2014-16).

Partner at the world's fastest growing consulting firm, made up of exclusively former C level executives.

PRINCIPAL, KPJ Squared, Inc., US Nationwide Consulting Practice, (2003 – ; 1995–1997).

Led a successful management consulting firm, transforming IT leaders into key business leaders and C level peers, resulting in IT enabled business improvements creating competitive advantage.

CLIENTS – American Electric Power, Apollo/United Airlines, Arizona Public Service, Creative Artists Agency, Cardinal Health, Decision Support Services, Fairview Medical/U.Minn., Ganim Medical, Kehe Foods, KPMG, National Institute of Health, Nationwide and Motorists Insurance, NCR, OSU Graduate School, Ohio State Office of IT, State of California.

CEA (Chief Enterprise Architect – CTO equivalent), Cardinal Health, Inc., Dublin, OH, 2002 to 2003

Cardinal Health is a \$100B, Fortune 20, pharmaceutical distribution company. CEA is a senior leadership role defining all technology direction across the company's 8 business operating units. Hiring included planned transition into to-be-created CTO titled role.

- Restructured corporate strategic planning, IT-business alignment, and technology strategy, including a community of practice for EA, PMO, Project Office and tech strategic direction.
- Achieved 80% reduction in change management review cycle time.
- Led product selection teams on major business initiatives; ERP, program / portfolio mgmt., etc.

PRINCIPAL, TAM Group, Inc., US Nationwide Consulting Practice, 1997 to 2002

TAM Group is a high profile boutique consultancy firm and enterprise architecture pioneer, working at the most senior executive levels of major companies, delivering radical improvements.

CLIENTS - Abbott Labs, ACNielsen, Amoco, AT&T, Ball Corp., British Petroleum, Medtronic, Premier Health, US Interior Department Bureau of Land Management, WellPoint Health Networks.

OVERVIEW OF PRIOR SENIOR MANAGEMENT ROLES

- VP/Ops at Travcom, an IBM Independent Business Unit (IBU); travel industry back office software.
- VP/Mfg. direct report at Northrop; directed advanced weapons systems R&D manufacturing technology.
- President, Central Technologies, Inc.; transformed stagnant sales to 350% sales increase in 18 months.
- VP/Engineering staff at Northrop; directed computing requirements and operations for 630 engineers.
- Led 3 successful startup companies and reviewed hundreds of business plans for a venture capital firm.

EDUCATION

- Graduate coursework, Masters of Business Administration Program, Pepperdine University, Malibu, CA
- Bachelor of Science: Industrial Technology, University of Southern Maine, Portland, Maine
- Associates of Science: Electronics Technology, Maine Technical Institute, Bangor, Maine
- Graduate, IBM Marketing and Management Schools, Atlanta, GA

OTHER

- Board member; Biofuel company (2013-), and a co-op based \$140M+ high growth agri-business (2007-13).
- Pro-bono Mentor for numerous startups in the high-tech, clean-tech and bio-tech communities.