

EXECUTIVE - CIO/CTO - ADVANCING TECHNOLOGY-ENABLED BUSINESS

A business leader with a deep understanding of information technology, led many IT organizations from basic service delivery, into a business partner and peer role. This drove sustainable EBITDA improvements, enabling up to 100% organic growth, and provided concurrent 30%+ budget reductions within more than 50 organizations, including 25 Fortune 1000 companies, as well as building 3 successful startups.

This diverse experience includes some of the world's largest companies in healthcare, aerospace, manufacturing, finance, energy, distribution, retail, non-profits, and government, identifying significant improvement opportunities and cost savings.

SKILLS EXPERTISE SUMMARY

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, mergers and acquisitions, data management, application development, post-merger integration, organizational design, portfolio rationalization, cost optimization, outsourcing / offshoring, and shared services transitions.

EXPERIENCE SUMMARY

- Consistent, repeated IT leadership successes in 50+ 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.
- Management: 10+ years of senior executive leadership in CIO, CTO, COO, SVP, VP, and Director roles.

KEY ACCOMPLISHMENTS

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.
- 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 and \$650M+ budgets delivering significant business capabilities improvements.

Identify major corporate growth and savings opportunities across all business areas.

- Fortune 1000 from 20 years of flat revenue, into 100%+ increase over 8 years, increased market valuation 10X+
- Established Bus/IT strategy at 24 Fortune 1000s, radically improving business performance.
- \$2B+ in cumulative savings / average 30% budget reduction w/o service reductions.
- Facilitated shared services transitions for 5 Fortune 1000s; \$100M+ in savings.

Technology-Enabled Business Knowledge

- Experience in most major enterprise software applications (ERP / CRM / DB).
- Strong skills 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 industry-wide transformative approach to retail fuel delivery marketing.
- Developed innovative professional pay-by-skill criteria process.
- Key player in numerous other well-known ground-breaking innovations.

CHRONOLOGY

Consulting: @ KPJ Squared (2003-Present, 1995-7) and @ TAM Group (1997-2002)

- Services: Senior executive, interim and shadow / advisory executive roles, primarily delivering strategic planning and execution, enterprise architecture leadership, cultural change, innovation, business initiative definition, product design conceptualization, ERP, portfolio rationalization and project implementation.
- Client Size: Startups (3), SMBs and Fortune 1000 (25) 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.

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

Interim CIO/CTO: Led a successful management consulting firm, transforming IT organizations into key business partners/peers, resulting in IT enabled business improvements creating competitive advantage.

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

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 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

CIO Advisory Roles: 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.

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).
- Mentor for numerous startups in the high-tech, clean-tech and bio-tech communities.