

## *Summary*

INFORMATION TECHNOLOGY CONSULTANT. Business functional experience in consumer products, finance / credit, manufacturing, retailing, mail order and services industries. Both large company disciplines and small firm entrepreneurship. Significant experience with cash-poor companies in need of advanced technology. Consulting experience with Andersen Consulting, CSC Consulting and Whittman-Hart. Hardware, software and services procurement. Managed as many as 65 staff. Systems architect and team builder. Northwestern MBA.

## *Business Experience*

### **Independent Information Technology Consultant**

1996 - 2000

Major projects include:

- Assisted Transamerica Distribution Finance with requirements definition, software selection (via formal RFP) and gap analysis for a Financial Operations and Management system to be used at factoring locations in Latin America and Asia. International travel was required. Also, developed a detailed Requirements Definition statement for the accounting needs of the Commercial Recovery Services division.
- Assisted Sears Roebuck in the National Rollout of a major credit card product and the automated transfer of customer account information.
- Reviewed the mainframe hardware, software and staffing characteristics of two major hospitals to determine the feasibility of a merger of the two data processing functional groups.
- Conducted classroom and one-on-one training in Windows and Microsoft Office products. Installed new desktop equipment and converted data from older systems to operate in the new environment.

### **Whittman-Hart Inc.**

#### **Senior Manager, Business Consulting**

Chicago Illinois

Regional Consulting Firm

1995 - 1996

Provider of systems consulting services, specializing in Client Server and Mid-range computing environments.

- Reviewed the business practices and technology needs of a large law firm. Developed recommendations to control costs while improving efficiencies in daily operations. Focus was on office automation, document management, legal service provider access, docket, desktop standards, local area network and training.
- Completed feasibility study, requirements definition and packaged software evaluation for a multi-billion dollar, international food service and distribution company. The scope of this client server environment project included general ledger, financial consolidation and reporting, currency translation, groupware communication, and the creation of a non-financial statistics and text data warehouse.
- Reorganized the IT department of an 800-million dollar chemical products distributor. The focus of this project included (1) interviewing senior management and key users to determine the priority needs that the IT staff should address, (2) determining the skill sets, interests, and training needs of the IT staff, (3) developing a new organization chart that reflects the priorities of the user community, and (4) developing new job titles and job descriptions for each IT department staff position.

### **Wilton Industries, Inc.**

#### **Vice President, Management Information Systems**

Woodridge, Illinois

\$120 Million

1990 - 1994

International distributor and manufacturer of consumer products; cake decorating and baking equipment, fashion cookware, kitchen gadgets and picture frames.

- Integrated a newly acquired operating division into the company's business procedures. Within six weeks of the acquisition, orders were being shipped.
- Brought PC technology to end users' desktops by establishing Wilton's first Novell Local and Wide Area Networks, consisting of more than 200 users in three locations.
- Eliminated the need for manual data entry by implementing an EDI processing system to handle customer orders. Established trading partnerships with over 40 major retailers.
- Improved customer service by implementing a user-controlled system to generate custom, bar-coded, retail price stickers for specific customers.

**GRI Corporation**

Chicago, Illinois

\$80 Million

**Vice President, Information Services**

1988 - 1990

National continuity club direct mailer.

- Reduced undeliverable product significantly, by installing address standardization software.
- Increased system processing capacity, reduced expense and expanded computer room space. Directed contractors during design and installation of electrical systems, air conditioning, security, fire protection, etc.
- Managed a project to migrate mainframe processing from an old, sequential, batch processing environment to a new, online, database environment.

**Beatrice U.S. Food Corporation**

Chicago, Illinois

\$7.5 Billion

1984 - 1988

Manufacturer of food and consumer products.

**Manager, MIS Planning & Systems Development**

- Assisted a division's Director of MIS in a comprehensive conversion from Sperry-Univac equipment to an IBM System/38 environment.
- Completed a reorganization of a large MIS department.

**Vice President / General Manager**

- Functioned as Chief Operating Officer of Esmark's Data Center during the Beatrice / Esmark reorganization.

**Senior Consultant**

- Managed a project team to develop a comprehensive MIS Strategic Plan to consolidate the MIS functions of eight independent business units into an integrated division with sales in excess of \$500 million.

**Jewel Companies, Inc.,**

Oak Brook, Illinois

\$6 Billion

**Manager, Applied Technology**

1982 - 1984

Diversified retailer of food, drug, health and beauty aid products.

- Investigated technology such as graphics, videotext, customer information and order terminals, hand-held terminals, and self-service check-out to determine their applicability at Jewel Food Stores, Osco Drugs and White Hen Pantry divisions.

**CSC Consulting**

Oak Brook, Illinois

National Consulting Firm

**Senior Systems Consultant**

1981 - 1982

**Independent Information Technology Consultant**

1980 - 1981

**Andersen Consulting**

Chicago, Illinois

International Consulting Firm

**Manager, Consulting Services**

1973 - 1980

**Education** **Master of Business Administration**, Kellogg School of Management, Northwestern University, 1973**Bachelor of Business Administration**, University of Arkansas, 1971  
(Earned while serving as Captain, Strategic Air Command, USAF)**Bachelor of Arts**, University of Minnesota, 1966