



CHAOS FILTER. RESULTS MAXIMIZER. MANAGEMENT & ADVISORY SERVICES.

Organization: Fortune 50 Medical Technology Company

Objective: Create a new line of business (converting a standalone system to a managed service provider model) from concept to market.

Outcome: Developed and delivered a business plan and managed the execution of the market launch of a on site device to a diagnostic imaging managed service for healthcare providers and hospitals in less than 10 months. This solution allowed hospitals to consolidate their capital expenditures, and in some cases, convert capital expense to operational expense budgets.

Organization: Fortune 1000 Business Services Company

Objective: Create and maintain an organizational innovation process to allow the company to identify new revenue opportunities in a mature market.

Outcome: Developed an innovation process and communicated it via “road show” across all functional areas of the organization to get support. Created a framework and methodology to source new ideas. Actively managed the evaluation process for each opportunity and, when appropriate, advanced ideas with corporate venture funding. Provided execution oversight for each opportunity. This process improved decision-making capabilities, shut down projects that did not align to goals, and incubated 3-5 opportunities that had the potential to generate \$100M-150M in 3-5 years.

Organization: Fortune 1000 Business Services Company

Objective: Develop a general management and governance process to maintain accountability of individuals and teams who were unable to coordinate on product launches or adhere to standard business operating procedures.

Outcome: Developed and executed a general management operating system to improve execution on business goals in the product management, sales, and marketing functions including best practices, tools, training, reporting templates, review process, standardized metrics, and multi-year planning cycles for 3 years.

Organization: \$250M Technology Company

Objective: Develop and execute a project selection process (as the project failure rate was near 100%) and provide an operational accountability process. Each functional leader operated without collaboration from peers which negatively affected customer service and product delivery in a fast growing organization.

Outcome: Standardized key performance indicators for the organization and published an executive dashboard while directly monitoring progress against stated goals. Launched a cross-functional committee to review standardized business cases and requests for investment using a stage/gate approval model. Created a senior leadership forum to align goals and objectives of the senior leadership.

Organization: Private Top Tier University

Objective: Lead a project to identify content and enable participation in the OpenCourseWare consortium.

Outcome: Created and managed a project team that identified, designed, and delivered course material, which was chosen to become part of the consortium.

Organization: \$2M Non-Profit Organization

Objective: Make the organization profitable.

Outcome: Successfully led initiatives that brought the organization out of receivership and set them on a track to generate additional revenue in the future to support their mission.

Organization: Three different companies attempting to form a partnership-based product

Objective: Resolve relationship issues, deliver a product that had been delayed over 2 years and create a roadmap for the future.

Outcome: Resolved partner relationship issues, created workshops to resolve open issues with delivery, and delivered a 12 month tactical roadmap that resulted in sales.

Organization: Private Top Tier University

Objective: Perform due diligence for the creation of a satellite campus in the United Arab Emirates.

Outcome: Created the project plan, performed research, and sourced vendor/partners and ultimately created a report delivered to senior management with recommendations for next steps.

Organization: S&P 500 Business Services Company

Objective: Evaluate and recommend a plan for vertical segmentation of the entire sales force after previous consulting engagement failed to create an execution plan.

Outcome: Conducted internal and external surveys, market research, customer research, and determined where the organization had success or just the appearance of success in current segments. Recommended the next 5 verticals and created an action plan for each opportunity.

Organization: Fortune 800 Information Services Company

Objective: Lead a software development team through a conversion from waterfall to scrum/agile. Reduce development cycles from 1.5 years to something less.

Outcome: Assessed needs and developed training plan for entire engineering team and engineering management. Certified 20 scrum masters. Acted as scrum master for several concurrent releases, reducing the delivery time from 1.5 years to 6 months. Managed four software releases in 12 months.

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Organization: Public Technology Company

Objective: Project manage all merger and acquisition activities (including due diligence) through board approval to acquisition and finally integration into the parent organization.

Outcome: Integrated two acquisitions into the parent organization and created a governance process to allow streamlining of future acquisitions.