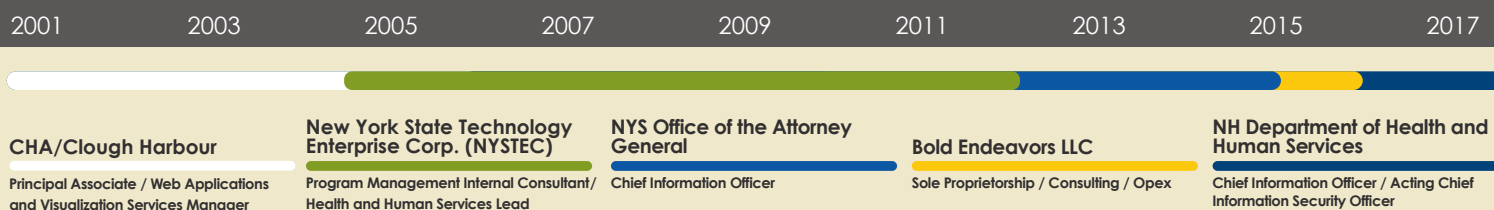


CAREER AT A GLANCE



Dynamic, perceptive IT executive who articulates and leads execution of a clear, compelling vision to transform government, non-profit, healthcare, and professional services enterprises through technology. Agilely assesses organization needs; overcomes complex challenges to streamline workflows, enhances security and stability, and ensures disaster recovery and business continuity. With one eye on the future, leverages emerging and traditional solutions to address changing demands. Works collaboratively, applying strong communication skills to clarify complex technical solutions to non-technical stakeholders. Builds trust between IT and business users. Builds and enriches high performance teams who excel at delivering practical, impactful solutions.

Speaking Personally

Q How would you describe your leadership style?

A. Over the years I have honed my leadership style to blend styles based on the situation and the people involved. Typically, I concentrate on the democratic style, forging consensus across teams by eliciting participation and using stakeholder maps for prioritization. However, during Hurricane Sandy, the emergency situation sometimes warranted a commanding approach. Alternatively, in building high performing teams I leverage both a visionary and coaching style to motivate, encourage and develop talent to exceed what they believe may be their limitations.

Q What do you consider your greatest professional accomplishment?

A. Procuring a new SAN with \$2M savings was a tremendous accomplishment. As was the EHR Incentive Program I built out for the NYS Department of Health that has already disbursed \$670M of the anticipated \$1.5B NYS economic impact and created a multimillion-dollar line of business services for NYSTEC. However, my greatest accomplishment by far is the development of the very talented team members over the years that I have had the pleasure of leading to achieve organizational and professional goals.

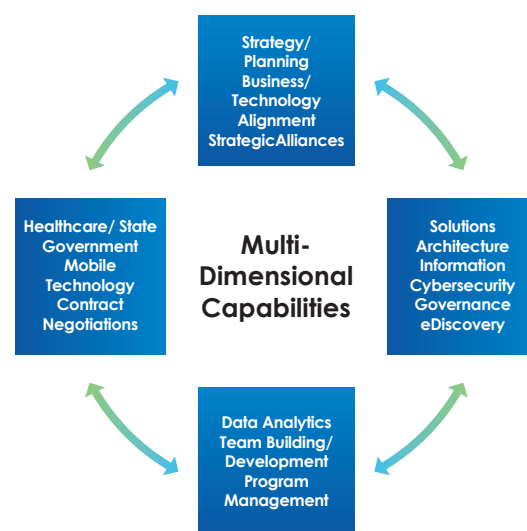
Q What is the secret to leading large scale change initiatives effectively?

A. I typically apply the McKinsey approach of aspire, assess, architect, act, advance. In this way, you define the vision; identify the competencies, drivers, stakeholder and organizational and IT health; then design and execute the plan, piloting and scaling the initiative and building the capabilities for continuous improvement. Working with the team and stakeholders to define success via critical success factors and building consensus around this definition and how it will be achieved is key. One of the secrets is properly marketing and socializing the initiative and the plan for execution using a "what's in it for me" approach in the language of the business.

Q What distinct advantage will you bring to your next employer?

A. The earliest stages of my career in sales and debt collection management were foundational to developing ease in selling a vision, overcoming objections and negotiating. Differing from the majority of my introverted CIO colleagues, the MBTI finds I am strongly extroverted which is tremendously valuable in communications, building consensus, collaboration, and team building. Perhaps most distinctive though, is my thirst for knowledge and learning agility. My ability to continuously learn & adapt, empowers me to attack new challenges by doing a deep dive into new technologies, methodologies or business approaches.

Driving Enterprise Success



VALUE-ADD SNAPSHOT

Operational Excellence; improved client experience, increased mobility, improved workflow, reduced wait times.

Implemented **Data Stewardship program** driving data management guiding principles & providing distributed model framework.

Led collaborative incident response team through a public data breach. Managed official **Cybersecurity Incident Response** through to federal regulators and authorities final reports.

Improve **Business Maturity;** governance, data management, budget tracking, shrewd contract and vendor management.

