

IT Executive - Business Integration and Strategy Executive Summary

Executive Management Consultant / Strategy and Enterprise Architecture - 1995 to Present

- Dynamic, accomplished executive leader with more than 20 years of positive impact on the performance of Fortune 10 through startup organizations.
- Produced major operational efficiency improvements (\$1B+) and growth opportunities by developing and communicating strategy, then coordinating business initiatives across functional organizations / business units. Resulted in all business initiatives aligned with and supporting strategy, performed at over a dozen major companies.
- Key player in numerous breakthrough, world changing innovations; nationally known speaker on creating innovation cultures and change, constantly challenging the status quo.
- Established world-class, global award winning best practice strategic planning / enterprise architecture / risk management processes, at over a dozen Fortune 1000 organizations, across a diverse range of industries; healthcare, energy, manufacturing, and finance.
- Leveraging 15+ years of innovative accomplishments leading organizations, spent the last decade transferring these world-class repeatable business management learnings and knowledge. Advised / coached / mentored over 2 dozen CxOs and staff, in improving operational effectiveness and business acumen, at some of the world's largest companies.
- Ability to rapidly comprehend complex environments and communicate effective improvements to both non-technical and technical staff at all levels.
- Led large global teams - typically 6-8 direct reports with 100+ staff - including product definition, staffing, budget and, in some cases, P&L responsibility.
- Developed merger planning for the world's largest corporate merger, BP-Amoco, as well as WellPoint's acquisition of Missouri Blue Cross, Georgia Blue Cross, and Anthem. Developed plans for simplifying the diverse environment created via acquisitions, from both the perspective of a single combined business, as well as semi-autonomous business units.
- Led development of operational changes required to support integration of multiple business operating units, including resultant shared services (HR / Finance / IT) transition, for 5 Fortune 1000 companies.
- Delivered over 30% budget savings with no reduction of services, concurrently enabling even greater business growth through sustainable strategy aligned business initiatives, governance and enterprise risk management (ERM); successfully repeated at multiple SMBs through Fortune 10 companies.

Executive management roles (6 yrs) ; senior management roles (10 years)

- Senior leadership roles at Fortune 20 through venture funded start-ups, building high performance teams creating major industry accomplishments.
- Led numerous global projects, both product and process related, resulting in many industry changing innovations.
- Led development of internal ERP and custom software products in both public and private sector organizations, as well as numerous product-for-sale development efforts.
- Developed advanced software development life cycle (SDLC) approaches delivering 700% improvement in cycle time and increased quality.

Enterprise Architecture * Strategic Planning * Strong Business Acumen * Business-IT Alignment * Mergers & Acquisitions * Software and Product Development * Staff Development * IT Governance * Program and Project Management * ERP (SAP, Peoplesoft, JDE, Oracle, MfgPro, Praxis) * CRM (Siebel) * eBusiness * Out-Sourcing / In-Sourcing * P&L Responsibility * Organizational Design / Change Mgmt * Shared Services / Ops Mgmt * Risk Management * DoD, government, and commercial experience

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Professional Experience

Principal / CxO Advisory Roles - KPJ Squared, Inc., Dublin, OH 2003-Present

Senior executive management advisor and interim executive roles. Improved management process techniques, including corporate strategy and business initiative planning, major projects interaction, as well as technical leadership and interim "C" level roles. Developed business continuity plan for legacy environment at \$1B specialty food distributor, Kehe Foods; led an enterprise architecture process knowledge transfer effort at \$80B Cardinal Health; developed business transition risk plan for Peoplesoft ERP deployment for 18,000 person organization, Fairview Medical / U. Minn; implemented corporate strategic planning process for coordinating 5 business units (BU) - \$1B Motorists Insurance.

- Vice President - Flairsoft Ltd. / KPJ Squared, Inc. Engagement 2003 to 2006

Led engagement management and software development, proposal creation, internal infrastructure / process, and executive advisory engagements. Led internal product development, client major eBusiness initiatives, and structured standardization process for state government that identified savings opportunities in excess of \$250M with no change in services. Led development of business transformation process models for \$22B Nationwide Insurance.

- President (interim) - W4C, LLC (concurrent w/Flairsoft) / KPJ Squared, Inc. Engagement 2003 to 2005

Assisted startup-manufacturing operation making custom motorcycle wheels. Established angel funding, created internal operational infrastructure, including order entry, accounting, and CAD/CAM, as well as production layout and inventory control. Venture collapsed over funding conflicts with investors, although company remains operational, albeit in limited volume.

- Principal - KPJ Squared, Inc. 1995 to 1997 (note: out of chronological sequence)

Led requirements for consolidation of 160 accounting programs to a single application for US Gov.; led solutions architecture and development team for United Airlines next generation reservation system; interim COO, Digital Concepts, Inc., developed business plan and systems architecture for satellite-based Internet "push" and multicasting technology.

Chief Enterprise Architect - Cardinal Health, 2002 to 2003

\$81B pharmaceutical distribution / R&D / retail pharmacy company. Established a community of practice, responsible for all computing hardware, data, applications, security, operations, skills allocation and IT enabled process. Developed corporate strategic planning process, directed corporate and I/T architecture, business alignment, major product initiative reviews, collaboration infrastructure, and future Supply Chain Management (SCM) approach. Instituted rapid communication models to identify appropriate service delivery level and associated technology for identifying business needs and delivering the appropriate technology scale. Participated in evaluation of numerous major technology initiatives, including ERP and security. Left on CIO turnover and associated organizational changes.

Executive Management Consulting Principal - CxO Advisory Roles - TAM Group, Inc. 1997 to 2002

Senior executive management advisor. Business strategic planning and business initiative coordination and implementation, delivering over \$750M in savings, and enabling even greater business growth. Created strategic and organizational planning for improving operational delivery for more than a dozen Fortune 1000 companies including BP-Amoco (3 BU), Medtronic (6 BU), Abbott, Ball Corp. (3 BU), US DoI/BLM (7 BU), ACNielsen, Premier, WellPoint Health Networks (3 BU), and the Federal Reserve.

Prior: 15+ years of increasingly responsible product development leadership - VP / COO / President, managing global product development efforts in business and information technology.

Education

MBA, Pepperdine University, Malibu, CA (unfinished); BS-IT, University of Southern Maine

Innovations and Major Accomplishments

- Nationally known speaker on creating a culture of innovation; delivered at a number of Universities, conferences, and companies. Also delivered keynotes on Enterprise Architecture.
- Created advanced strategic planning processes along with the overall coordination activity for governing business initiatives across all functional organizations and business units. Delivered this work in over a dozen Fortune 1000 companies.
- Created change assessment tool at Cardinal Health, reducing production release process time and decreased the staff review effort by over 50% by quickly determining change impact.
- Established project due diligence review process that reduced review cycle time from 3 months, to 3 hours, resulting in a high confidence costed delivery model. Delivered at WellPoint Health Networks, Cardinal Health, Ball Corporation, and Medtronic.
- Led development of the next generation of customer relationship marketing enhanced retail fuel delivery environment, coordinating brand marketing, facilities, operations, I/T and outside product vendors. By revamping the profit profile / product sales mix, radically increased site profitability while decreasing site costs by nearly 40%.
- Developed QEO - Quantifying Expert Opinion - a risk management and producibility assessment approach required in DoD 5000.2 for all major defense acquisition efforts.
- Managed development, within DoD technology manufacturing technology “think-tank” of a groundbreaking process mapping technique, later successfully commercialized (Rummler-Brache), along with several innovative robotics techniques.
- Led early 6 sigma and lean manufacturing implementation at a major defense contractor.
- Developed QEO software - Quantifying Expert Opinion - a risk management / producibility assessment approach required in DoD 5000.2 for all defense acquisition efforts. Later expanded to be used in many commercial risk management efforts.
- Co-developed the first prototype of computerized axial tomography (CAT Scan) software.
- Co-developed the first portable mass spectroscopy software application.
- Led development of the first laser interferometer based disk drive positioning accuracy measuring device, allowing major advances in head positional accuracy and speed.
- Increased sales for a small mail order software company, from a four year flat rate of \$1MM/yr. rate to a \$3.5MM rate (+350%) in 15 months, through streamlined operations, internal development and production improvements, product diversification, and acquisition of two competitor's operations. Increase serviced with major cycle time reductions while 30% staff reduction.
- Developed the software engineering design process (Software Engineering Process Guide design process) for a large-scale development effort (400 software engineers).
- Decreased software development cycle (SDLC) time by more than 700% by developing and implementing innovative process approaches, while delivering both SEI CMM L2 and ISO 9000-3 certification for global development team.
- As interim COO, established infrastructure, operational processes, system architecture, base requirements and software design for successful deployment for a new concept in Internet “push” technology using satellite communications.
- Co-developed professional pay-by-skill criteria in both DoD and private sector organizations.
- Developed enterprise architecture and deployed complete computing infrastructure for a new charter school. With \$60k in budget, put in over \$350k in infrastructure, leveraging dot-com liquidations, donated equipment and volunteers
- Evangelized empowerment and team based program management principles. Taught all aspects of program and project management to cross-functional and development teams.
- Led product development of a highly successful PC modular accounting program.
- Increased sales for an IBM VAR / licensed software products company, by 263% in 6 months through customer focus and effectively managing product design and support activities.
- Co-founded the first Macintosh user group, Thousand Oaks, CA March 1983
- Member of the original IBM PC development team (Lab Manager, Disk Drive/BIOS Development, Tandon Corporation, IBM development partner).