**Lawrence D. Stein**

Transformational Leadership That Transforms Technology

**Proven Ability** to solve complex business problems through process design and technology solutions.

**Strong Success Record** in solution delivery, developing actionable information from data, managing multiple portfolios, providing business process change combined with IT investments, across organizational and geographical boundaries.

**Wide Functional and Industry Experience** to provide technology leadership, including counsel to functional senior management team members that include realistic enterprise ROI outcomes.

**Experience Enriched** through roles in Business Operations, HR and IT.

**Varied Industry Background** including Health Care, Retail, Consulting, Government, Logistics and Software Design and Sales.

**EXPERIENCE**

That Drives Turnaround, Growth and Profitability

**United States Postal Service** 2007-Present

 Executive – Director HR Technology

 Executive – HR Systems & Technology Solutions

 Executive – Technology & Solutions Center

 Executive – Business Systems Solutions Center

**United Health Group** 2001-2006

 Vice President IT, Data Integration

 Vice President Information Technology

**Celebrations Inc.** 1999-2001

 Principle Partner

**Best Buy Inc**. 1997-1999

 Director Service Systems

 Director of Parts and Systems

**EXPERTISE** – Delivering Outcomes That Build Shareholder Value

|  |  |
| --- | --- |
| * Enterprise-Wide Business Intelligence (BI)
* Application Development (On & Offshore)
* Business Process Improvement
* Complex Problem Solving and Solutions
* Data and Application Security
* Advanced Analytics & Reporting
* Effective Data Warehousing
* Program & Project Management
 | * Senior IT Leadership
* Enterprise Technology Direction & Budgeting
* ERP /SAP Development and Implementation
* Negotiating & Purchasing Management
* E-Commerce/Internet/Intranet
* QA / CAT Testing Management
* Six Sigma Executive Black Belt
* Business Process Analysis
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**Targeted Disciplines**

| Business Process Improvement | Business Intelligence | Data – Analytics and Reporting |

Operations Management | Program & Project Management | Best of Breed to Enterprise Wide Implementations

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**Highlights of Accomplishments –** Driving Results

* Executive, HR Systems and Technology Solutions atUSPS As an executive for the US Postal Service, leading teams to **re-process engineer** recruiting, employee development, performance, and learning business models while enabling those new processes through an **Agile technical transformation** into a single, cloud based enterprise software solution.

* Executive, Systems and Technology Solutions atUSPS**,** envisioned, championed funding, and then led teams to **deliver** one of the largest Business Intelligence (BI) suites in the US.
* Executive, Systems and Technology Solutions atUSPS **impacted labor, safety and contractor costs**, by leveraging an understanding of the business, and data / BI technology effort that in turn enabled the beginning of a culture shift to make fact-based decisions based on accurate history and trends.
* Executive, Integrated Business Systems Solutions Center at USPS, **strategized, developed and deployed,** new PMO and SDLC process that introduced standards for project management, quality and six sigma processes to streamline efficiency.
* V.P. Data Integration atUnited Health Group **developed behavioral health BI Vision and Strategy** to blend Mental Health and Non-Mental Health Claims Data into an operational data store, reducing the cost of mental health as well as serving as a fact-based guide for new product development and new revenue streams.
* V.P. Information Technology atUnited Health Group built vendor relationships, both domestically and internationally, that led to negotiations to implement new technology packages while simultaneously **reducing** morethan $20 million in license and maintenance fees.
* V.P. Information Technology atUnited Health Group performed **visioning in one of the key leadership** roles to re-design one of countries first Health Care mass customization and componentization of health care.
* Director of Service Systems atBest Buy assumed central role in developing, designing, and bringing in, **on budget, $50 Million in service systems solutions**, process restructuring and facilitating best practices for purchasing, inventory and store operations.
* Owner and Principle Partner at Celebrations Inc., performed a process re-design followed by the configuration and international **implementation of a CRM/SFA software solution** for a division of Emerson Electric.