

# 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

<b>United States Postal Service</b>	2007-Present
Executive – HR Systems & Technology Solutions	
Executive – Technology & Solutions Center	
Executive – Business Systems Solutions Center	
<b>United Health Group</b>	2001-2006
Vice President IT, Data Integration	
Vice President Information Technology	
<b>Celebrations Inc.</b>	1999-2001
Principle Partner	
<b>Best Buy Inc.</b>	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

### TARGETED DISCIPLINES

| Business Process Improvement | Business Intelligence | Data – Analytics and Reporting |  
Operations Management | Program & Project Management | Best of Breed to Enterprise Wide Implementations

## HIGHLIGHTS OF ACCOMPLISHMENTS – DRIVING RESULTS

- ◆ Executive, HR Systems and Technology Solutions at USPS 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 at USPS, 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 at USPS **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 at United 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 at United Health Group built vendor relationships, both domestically and internationally, that led to negotiations to implement new technology packages while simultaneously **reducing** more than \$20 million in license and maintenance fees.
- ◆ V.P. Information Technology at United 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 at Best 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.