

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 – 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

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, Systems and Technology Solutions at USPS co-led technology effort to **re-process engineer** the functional business model while performing a **technical transformation** to retire multiple on-premise technologies into a single, cloud based, business configurable, enterprise cloud 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 **effected 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.