

CAMERON TATE

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EXECUTIVE PROFILE: CIO/VICE PRESIDENT

Taking companies to the next level of success through innovative IT-business solutions.

**IT and Operations Executive with extensive and successful leadership experience.
Background in hardware, software, medical device, and high-tech manufacturing companies.
Solid track record of execution and strategic leadership across cross-cultural, global organizations.**

Successes include: multimillion-dollar revenue and profit gains; large-scale technology implementations; leadership contributions to M&A, start-up, and turnaround initiatives; and year-over-year alignment of technology solutions to the highest-priority business goals.

OVERVIEW:

- Broad background includes involvement in 10-12 acquisitions, 4+ divestitures, 6 turnarounds, and 4 public restatements. Firm awareness of the appropriate conditions for both “go” and “no-go” decisions.
- E-commerce experience within the global marketplace, including on-premises and SaaS solutions as well as all aspects of compliance (PCI, PII, Safe Harbor, and EU Data Privacy), contact centers, B2B, and B2C.
- Excellent collaboration skills across all departments within an organization. Unique ability to understand detailed aspects of operations in order to achieve optimal business-information technology alignment.

KEY SKILL AREAS:

- Global Organization Leadership
- Profit & Loss Management
- Cross Functional Collaboration
- Continuous Improvement/LEAN
- Enterprise Application Integration
- Change Management
- Supply Chain Optimization & Strategy
- Cost Reduction & Optimization
- Global Data Center Operations

PROFESSIONAL EXPERIENCE

INTEGRATED SUPPLY CHAIN OUTSOURCING COMPANY – Richmond, VA – 2007-Present

Chief Information Officer & Senior Vice President (2012-Present)

Vice President, Enterprise Applications (2010-2012)

Vice President, Global IT Infrastructure (2007-2010)

Progressed through increasingly responsible leadership positions with an industry-leading integrated supply chain outsource service provider for the world’s leading companies through a global operating network. Initially recruited to transform IT into a global organization and lead its transition to a centralized global supply chain model. Subsequently requested to take over leadership of Enterprise Applications and promoted to CIO/SVP role. Instrumental in IT’s success during six (6) acquisitions and two (2) divestitures.

Currently report to the CEO and oversee 10 direct and 180 indirect reports; directed up to 175+ IT professionals in supporting over 2,500 team members; managed \$35 million-plus annual budget. Drove planning and execution for the enterprise’s technology strategy, ensuring full alignment of IT with the corporate mission.

- **Led effort to achieve game-changing improvements in critical operational processes** through consistent client solution models in SAP across multiple areas (reverse logistics, fulfillment, aftermarket services, others). Instilled standardization across geographies to create a more unified global organization.
- **Transformed both the company’s and the customers’ view of IT** within Company. Established IT as the differentiating factor within the organization, by centralizing and implementing standards, processes, and procedures and providing regular communication with team members and leadership.
- **Delivered \$15 million-plus in expense reductions over 2 years** by implementing a centralized global organization (including a 65+% reduction in SAP operating expenses) while improving client service levels.

- **Achieved \$19 million in consolidated P&L expense savings over 5 years** through realigning the traditional IT organization to leverage outsourcing models for development, support, and hosting.
- **Oversaw SAP deployment within 17 operating countries** in the EMEA, APAC, and U.S.; deployed SAP FMS solution that improved financial transaction capacity to support growing e-commerce requirements.
- **Facilitated \$127 million-plus in new revenues** by implementing global logistics solution, leveraging transportation, freight management, carrier integration, and high-volume B2C shipments.
- **Selected and implemented global HR solution** on SuccessFactors (SAP) that enabled greater HR efficiencies organization-wide, including hiring, management, reporting, and global payroll improvements.
- **Designed and delivered new global e-commerce platform** that provided both hosted and SaaS operating models for cross-channel, front-to-back order fulfillment delivery (meeting global PCI, PII, and Data Privacy compliance requirements for several global brands) for \$50M division.
- **Held full software development responsibility for \$12 million product** (commercial SaaS Entitlement Management product), including full SDLC for Fortune 500 clients.
- **Conceptualized and established Technology and Business Planning Council** jointly with fellow executive leaders, ensuring visibility and prioritizing functional/regional requirements for strategic direction.

MEDICAL DEVICE MANUFACTURER. – Fairfax, VA – 2005-2007

Group Director, Global IT Infrastructure & Operations

Oversaw all Global IT Infrastructure and Operations functions for an industry-leading, \$2.3 billion-plus global manufacturer of medical devices and wound management care. Managed \$15.6 million annual expense budget and \$7.2 million annual capital budget. Supervised team of 64+ IT professionals and reported directly to CIO.

- **Led due diligence and integration for 3 strategic acquisitions** that contributed over \$275 million in revenues and opened up new markets in EMEA and the U.S.
- **Directed \$9 million-plus in global strategic outsourcing initiatives** over 3 years, including hosted ERP, leveraged hardware capital spend, production support and development services, and voice/data spend.
- **Established Portfolio and Pipeline Management function** that aligned resource availability to business requirements and created a solid IT-business collaboration. Implemented metrics to ensure optimal system performance and reduce downtime risk, as well as PMO and governance models to drive strategic planning.
- **Assembled the first global cross-divisional IT leadership team** that achieved people, process, and tool synergy, leading to higher IT utilization and more clearly defined roles/responsibilities.
- **Led full cycle of SAP deployments in EMEA and APAC**, including HCM that supported market expansion while maintaining full compliance with FDA and local statutory requirements.

PROFESSIONAL SERVICES FIRM – Williamsburg, VA – 2004-2005

Director, Information Technology

Led team of 13 in supporting 325+ direct/remote staff for a regional professional services CPA, consulting, and wealth management firm (*\$55 million-plus in annual revenues and serving 32+ companies with an aggregate market capitalization of over \$3.1 billion*). Reported directly to the CEO.

- **Drove selection and implementation of Electronic Document Management** that increased revenues by reducing client billing cycles while capturing all client-related activities. Additionally created workflow to facilitate client lifecycle management, reducing administrative spend while increasing supported volumes.
- **Named the Chairman of the Technology Steering Committee.** Established both medium and long-term technology strategy as well as instituting operational guidelines/standards jointly with firm leadership.
- **Introduced technology for delivery of highly innovative solutions** involving asset lifecycle management and standardized work environments for distributed mobile workforce.

IP SERVICE PROVIDER COMPANY – Norfolk, VA – 2002-2004

Vice President

Directed sales, marketing, technology, and other areas for a leading data-only Tier 1 Services Provider that covered the New England and metro New York areas. Led development of network backbone to deliver carrier class IP services within BGP environment.

- **Enabled effective support of \$135 million-plus in client revenues** through designing and delivering hosting as well as colocation data center solutions.
- **Enabled achievement of 43+% margin improvement** by developing and executing marketing campaign to enter Enterprise market (incl. all web, collateral, and targeted campaigns) as well as realigning VAR channel to support the new strategic direction.
- **Closed large, complex sales opportunities for the new enterprise vertical**, developed the Sales Compensation program, established new sales teams, and designed standardized pricing approach.

TELECOMMUNICATIONS SERVICE PROVIDER – Winchester, VA – 1998-2001

Vice President

Hired to lead start-up of new Data Backbone and Optical Networks division for a world-renowned corporation through \$350 million-plus in four (4) strategic acquisitions and organic internal growth (*totaling over \$1.6 billion-plus in annual revenues*). Directed over 150 IT professionals and reported to the divisional President. Engaged by corporate CIO to provide expertise and create integration roadmap for strategic acquisitions.

- **Created SAP-based global Supply Chain model across multiple business units** for direct and outsourced manufacturing to facilitate management of \$16 billion-plus in annual revenues.
- **Led implementation of multi-phase, enterprise-wide Just-in-Time fulfillment model** that served 165 separate business units.
- **Hand-selected by corporate CIO to join elite team that established a 5-year technology roadmap** for the global organization, resulting in a seamless transition to converged IP in the emerging DataCom sector.

WATER & PROCESS TECHNOLOGIES COMPANY – Richmond, VA – 1998

Chief Information Officer

Managed team of 90+ IT professionals and a \$16 million annual budget for a Water & Process Technologies company that served as a leading global supplier of water treatment, wastewater treatment, and process system solutions for environmental, energy conservation, and high technology customers.

- **Supported growth via joint ventures in Europe and Asia** through chartering the strategy and framework for the information technology operation.
- **Led remediation of legacy, isolated, and ERP/CRM applications across 31 divisions** for Y2K readiness; served as the Chairman of the Y2K Compliance Program, reporting to the Board and CEO.

*** Prior employment information can be provided upon request ***

PROFESSIONAL DEVELOPMENT & CREDENTIALS

Bachelor of Science, Concentration in Finance: UNIVERSITY OF VIRGINIA, Charlottesville, VA

Certifications/Licenses: Lean Six Sigma Manufacturing Certification

Professional Affiliations: Member, Company Customer Advisory Council

MIT / Sloan Executive Certificates: Managing Technical Professionals (2006); Solving Complex Business Problems (2006); Management & Leadership (In Progress)