



Andrew Winter, Ph.D.
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Precipio, LLC
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Strategy | Transformation | Business Dev
Product Dev | Start-Ups | Fundraising | M&A
Board of Directors | CEO | COO | CFO

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Background

Track record of transformation resulting in over \$2 billion in value, over \$200 million in channel, and \$20 million in equity.

Seasoned C-Level executive, consultant, trainer/facilitator, and engineer with 25 yrs. broad and deep experience across industries from energy, renewables, high tech, and manufacturing to financial services, healthcare, gov't, and entertainment.

Start-ups to the Fortune 50, two national labs, US DOE National Ignition Grade 2 Nuclear / Laser Facility, Top-Secret Q clearance.

Strong CEO, COO, CFO, strategy, engineering, people development, fundraising, M&A experience, business development, programs, and change management.

Leader or Advisor to help you evolve and achieve your business transformation, financial growth, market, and customer experience goals.

Other interests: woodworking, metalworking, home remodeling, restoring classic cars, golfing, running, and custom audio.

Ph.D., Materials Science and Engineering, Colorado School of Mines
 B.S., Materials Engineering, Cal Poly, San Luis Obispo
 Certified Lean Six Sigma Black Belt and Master Black Belt

Achievements

Disruptive Energy Companies (2): (1) Completed M&A of growing solar start up and launch of parent company with founder. (2) Completed operational transformation, created business and product development strategy, and provided company leadership and Series A fundraising as President and Transformation CEO & CFO supporting Finance, Operations, Business Development, and Strategy.

Global Media Company: Established the operational model and integration plan for the Joint Venture of two major media organizations, leading to the successful launch of a brand new \$100MM television and social media network. Working with C-level and staff, execute working sessions, strategy development, process design and improvement, implementation and change management efforts across the parent companies and the JV.

Regional Medical Center: Developed the 5 year Strategy and Operating Plan for a \$2B Level 2 Trauma Regional Medical Center. Working with the Board of Directors and the CEO and his staff, execute planning and working sessions to assess past performance, changes in the healthcare environment including impacts of the ACA, and operational goals of the trustees and senior leaders to develop the high level strategy and operational models to achieve the best patient-centered care.

Global Network Product and Services Corporation: Led over 50 engagements to transform almost all divisions of corporation over 5 years. Examples include design of new Corporate Portfolio Management and Governance Process, a new Supply Chain Operating Model for Global Procurement, and a new Global Accounting Model. Trained, Coached, and Led a project and transformation portfolio with financial impact > \$2 billion over three years enabled by deep Lean Six Sigma and Business Process Management capabilities.

Major Financial Institution: Developed a Future State Operating Model and Transformation Roadmap for the Retail Lending Division to yield \$500M in Revenue Growth over the next 5 years, \$30M in quick wins, and reduce the cost structure by 30%.

Major Pharmaceutical Company: Conducted an Operations Strategy and Vision Review for a Marketing and Sales Operations Division, resulting in a new operating model which reduced turn-around time from 4 months to 4 weeks creating an additional 50% capacity.

Global Financial Institution: Developed an attrition risk assessment model including comprehensive driver analysis and metrics development for a large, high-volume wealth-management business unit.

Major Financial Institution: Provide overall direction and leadership for deployment of a Lean Six Sigma Program for a \$7 B lending division. Delivered capability in 12 months with benefits exceeding \$50M over 24 months.

Major US Federal Energy Program: Provided overall direction and leadership for Quality Engineering and Manufacturing Operations for a \$3.5B Department of Energy Program. Built the infrastructure from the ground up, creating new manufacturing and quality divisions, and served as the lead process Data Scientist.

Major Laser and Optical Products Enterprise: Provided leadership for a team that rapidly grew from 50 to 400 senior managers, chemists, engineers, and technicians to establish and grow an optics manufacturing capability in a new division of a \$100 M optical equipment and products company, completing projects that yielded > \$1.7 M of new revenue in less than 6 months. Served as the Sales and Marketing Product Specialist for optical products.

Job Experience

- '00- CEO/CFO Management Consulting Firm Precipio
- '18-'19 Consulting CEO/CFO - Fundraising / Dev, Tabuchi
- '17-'19 President and CFO Solar Energy Start-Up SolPad
- '07-'09 Global Engagement Director, Accenture
- '07-'08 VP LSS, Wells Fargo
- '03-'06 Dir Ops/Quality/LSS, US DOE, UC, LLNL Nat'l Lab
- '92-'01 Scientist/Eng. Manager Spectra Physics Lasers, INEL, CSM, Cal Poly

Client Experience

Tabuchi Solar Energy Start Up
 SolPad Solar Energy Start Up
 Enloe Medical Center Hospital
 ABC News & Univision Media
 Edwards Life Sciences Med Dev.
 Cisco Systems Networking / SaaS
 California State Gov't – EDD
 PolyOne Materials
 Royal Bank of Canada, BMO, TD
 UBS Wealth Management
 Shell Oil Energy
 Chevron / TJ Cross Eng. Energy
 Abbott Pharma
 Essilor Optics
 California State University Eng.
 Westgate Hardwoods Manuf.