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Executive Summary

From start-ups to the Fortune 50, I am a seasoned executive, consultant, and engineer with broad and deep experience across industries from energy, high tech, and manufacturing to financial services, healthcare, and entertainment. I have strong CEO, COO, CFO, strategy, engineering, people development, fundraising, business development, program management, and change management skills. I have worked for two national labs, including the National Ignition Program, and held a Top-Secret Q clearance from DOE, US and am a Certified Lean Six Sigma Master Black Belt. I have a track record of successful C-Level business and team leadership, management, and transformation resulting in over \$2 billion in value, over \$200 million in channel, and \$20 million in equity.

Objective

I am seeking Executive Leadership/Team opportunities to drive company growth, efficiency, and value, from helping start-ups get off the ground, accelerate fundraising, build and execute operations, get to market and scale to Blue Chips wanting to transform, accelerate growth, eliminate pain points, expand offerings, or deepen vertical expertise.

2000-Present | CEO and CFO/Managing Director for Precipio, LLC (Management Consulting)

>\$1B Value Delivered, Multiple Sectors, dozens of clients, >100 Engagements, >20 yrs. Experience with Start-Ups to Fortune 100s, Strategy, Leadership, Board of Directors, CEO, COO, CFO, Program Management, Business and Digital Transformation, Fundraising, Investor Relations, Business / Channel Dev., Product Dev., Quality, Engineering, Data Analytics/Modeling, eLearning/Training, Lean Six Sigma, and Consulting with clients such as:

- **Tabuchi US, Inc** (Consulting CEO/CFO 2018-19, \$2M Acq Offer Generated)
- **SolPad, Inc** (2yrs President & CFO, \$20M Series A, \$200M Channel)
- **Enloe Medical Center** (5 Yr Roadmap w/ CEO / BOD)
- **ABC News and Univision Communications** (\$100M JV Fusion Launch)
- **Wyndham Hotels / Resorts** (Assess LSS Program)
- **Blue Shield of CA** (Portfolio Strategy)
- **Pacific Union Financial** (Change Management)
- **Edwards Life Sciences** (LSS Instantis Deployment)
- **Cisco Systems** (7yrs Strategic Transformation)
- Partner, >60 Engagements, >\$1B Value Delivered)
- **Westgate Hardwoods** (Lean Factory)
- **California State Gov't EDD** (Intake Process Optimization)
- **OR Health & Science U** (LSS Evaluation)
- **Custom Glasswerks** (Transition CEO/CFO)
- **UltraCell** (Process/Quality)
- **Essilor** (LSS for Coating Process)
- **Chevron / TJ Cross Engineering** (LSS Program Launch)
- **California State University** (LSS Cert. Dev.)
- **Salon Chico** (Start-Up Launch/Grow)

2016-2018 | President and CFO for SolPad, Inc. w/ Precipio (Silicon Valley Solar Innovation Start-Up) Turn-around Ops Transformation, Product Dev. Pivot, \$200M in Business/Channel Dev., Lead \$20M in Series A Fundraising

2010-2016 | Sr. Executive Partner - Transformation for Cisco Systems w/ Precipio (Network and Cloud Services) Lead >60 Engagements across nearly all verticals resulting in over \$1B in delivered value

2007-2009 | Global Engagement Director for Accenture (previously George Group, Management Consulting) >\$500M Value Delivered, Multiple Sectors, Drove Accenture Strategy/Process Cross-Pillar Partnership, C-Level Service/Leadership, Client Strategy with clients such as PolyOne (LSS Program), Royal Bank of Canada (\$500M Retail Credit Transformation), Shell Oil (LSS Program), Abbott (Sales Ops Transformation), UBS (FA Attrition Data Science Transformation)

2006-2007 | VP Finance Lean Six Sigma for Wells Fargo (Financial Services), Designed and Deployed a Lean Six Sigma Program with over 100 Projects and \$100M in value in 2 years, Trained and Certified >400 of LSS Staff

2003-2006 | Director - Operations and Quality for National Ignition Facility, AIR, Lawrence Livermore National Laboratory, University of California, U.S. Dept. of Energy (National Lab, Nuclear Energy, Lasers/Optics), division **COO** role for Start-Up and Commercialization for >\$100M of Laser Optics & HW for a \$4B National Energy and Defense Program

2000-2001 | Engineering Programs Manager for Spectra-Physics Lasers, Optics, division **COO** role, >\$2M Value Delivered

1996-2000 | Senior Research and Postdoctoral Fellow for U.S. Dept of Energy, Lockheed Martin / Bechtel, INEEL (National Lab)

Education

- 2008 | George Group / Accenture - **Lean Six Sigma Master Black Belt Trainer**, George Group Academy
- 2006 | Wells Fargo – **LEAN Six Sigma Master Black Belt / Deployment Curriculum**
- 2005 | SigmaPro, Inc. - **LEAN Six Sigma Master Black Belt Certification**
- 2005 | Raytheon, Inc. – **LEAN Six Sigma Master Black Belt / Deployment Curriculum**
- 2000 | American Society for Quality and The Six Sigma Academy - **LEAN Six Sigma Black Belt Certification**
- 1999 | Colorado School of Mines, Golden CO - **Ph.D.**, Metallurgical and Materials Engineering
- 1995 | California Polytechnic State University, San Luis Obispo CA - **B.S.**, Materials Engineering

ACHIEVEMENTS

Disruptive Energy Company: 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, reduce the cost structure by 30%, and optimize the front and back office.

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 and increased flexibility by 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, including strategic plan development, project selection, training, coaching, and profit growth. Served as the business process engineering executive and lead Master Black Belt. 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 including development, oversight, and implementation of a Lean Six Sigma Quality System in the production and supply chain divisions. 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.

Industry Experience

Solar Energy

Software / Cloud Development and Services

Network Products / Services

Media / Television / News

Management Consulting

Financial Services / Online Banking, Insurance

Hospital / Healthcare Services / Medical Devices / Pharmaceutical

Federal Gov't (Energy Programs)

Energy / Petrochemical / Construction

Basic Science / Metallurgy / Ceramics / Composites / Glass

Lasers / Optics / Photonics / Imaging Sys / Electro-Mech. Devices / Power Electronics / Thin films / Precision Clean

Academic / University Instruction and Research