

Andrew N. Winter, Ph.D., CEO, Eflex, Inc.

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C-Suite Exec. | Finance | Operations | Consulting | Engineering/Tech | SW & Prod. Dev | Quality | Lean Six Sigma

1995 California Polytechnic State University, San Luis Obispo CA - **B.S.**, Materials Engineering

1999 Colorado School of Mines, Golden CO - **Ph.D.**, Metallurgical and Materials Engineering

2000 American Society for Quality and The Six Sigma Academy - **LEAN Six Sigma Black Belt Certification**

2005 SigmaPro, Inc. - **LEAN Six Sigma DFSS Master Black Belt Certification**

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- ◇ Multi-industry business, finance, engineering, software, and tech professional with strong leadership, problem solving, finance, product design, software development, data modeling, and process skills with over \$2B in transformation benefits delivered from Start-Ups to Fortune 500's across all functions. Extensive remote-hybrid exp.
 - ◇ P&L Responsibility up to \$100MM and Head Count up to 1000
 - ◇ Served in multiple C-Suite roles: CEO, CFO, CTO, COO, CQO, Managing Dir., Sr. Scientist, VP Engineering
 - ◇ Seeking opportunities to lead teams, and drive company growth, efficiency, and value with my hands-on, team-enabling approach and broad business, financial, and technical skill set.

WORK EXPERIENCE

Manufacturing | LLNL Nat'l Lab | Banking | Big4 Consulting-Accenture | Tech-Cisco | Healthcare | Clean Energy

2019-2024 Eflex, Inc. - Founder and CEO

(Clean Tech / Smart Panels / Software, At-Market, \$35M in Channel P&L)

Built the leadership team, designed/built initial product HW/SW prototype, created minimum viable product, raised >\$1M seed round, generated \$4.2M in order backlog / \$35M traction, and managing all aspects of operations, technology, and finance. Coded in C, JavaScript, Python, AWS Cloud.

2000-2019 Precipio, LLC - Founder and CEO (client / project list on p.2)

(Management Consulting, Business Transformation, \$2M P&L, >\$2B in Client Value, 25 Staff)

Lead over 100 engagements across multiple sectors from Board of Directors / C-Suite to floor level using proprietary Precipio business process and operating model transformation approach, from strategy, program management, and Lean Six Sigma to finance, big data, eLearning/Training, and quality. Built & coded training courses from scratch using Adobe Captivate for multiple clients.

2016-2018 SolPad, Inc. - President and CFO

(Silicon Valley Solar Innovation Start-Up. \$6M P&L, \$60M in Channel)

Turn-around Ops Transformation, Product Dev. Pivot, \$200M in Business/Channel Dev., Lead \$10M in Series A Fundraising. Restructured Accounting and Finance from the ground up.

2009-2016 Cisco Systems - CFO Client Transformation Partner (w/ Precipio, LLC)

(Network / Cloud Services, \$1B Portfolio)

Lead >60 Engagements across nearly all verticals resulting in over \$1B in delivered value, Office of the CFO Transformation Partner. Extensive use of Big Data Models and Financial Benefits Models.

2007-2009 Accenture - Global Engagement Director and Lead, Financial Services/Process Canada

(Management Consulting, acquired George Group, \$5M P&L, \$500M Program)

>\$500M Value Delivered, Multiple Sectors, Drove Accenture Strategy/Process Cross-Pillar Partnership, C-Level Service/Leadership, and Client Strategy with clients such as PolyOne (LSS Program), Royal Bank of Canada (\$500M Retail Credit Transformation), Abbott (Sales Ops Transformation), UBS (FA Attrition Data Science Transformation). Extensive Data Modeling.

2006-2007 Wells Fargo - VP Operations and Finance Lean Six Sigma

(Financial Services, \$100M Program)

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. Extensive programming in Excel / HTML.

2003-2006 LLNL National Ignition Facility – COO/VP Engineering Operations and Quality

(National Lab, Energy, Laser Physics, \$110M Program P&L)

Assembly, Installation, and Refurbishment, Lawrence Livermore National Laboratory, University of California, U.S. Department of Energy, Start-Up / Commercialization for >\$100M of Laser Optics & HW for a \$4B National Energy/Defense Program. Extensive Cloud App design and deployment.

2000-2002 Spectra Physics Lasers - VP Engineering Programs

(\$100M Optical Products Mfg.)

Lead a team rapidly growing from 50 to 400 senior managers, chemists, engineers, and technicians to establish and grow an optics mfg. facility, completing projects that yielded \$2M in revenue in less than 6 months.

WORK EXPERIENCE (Accenture and Precipio CLIENT and PROJECT LIST 2000-2019)

Major Clients:	Cisco	Transformation Partner leading over 60 projects and over \$1B in value delivered.
	Royal Bank of Canada	\$500M Retail Credit Transformation.
	Edwards Life Sciences	(Global Medical Devices) – Operating model transformation with VP of Operations.
	Tabuchi US, Inc.	(Silicon Valley (SV) Solar Clean Tech) Fundraising bus. dev. leading to \$20M offer to acquire.
	SolPad, Inc.	(SV Clean Tech) – E2E Transformation, leadership strategy, \$10M Series A, \$200M in Channel.
	Enloe Medical Center	(\$2B Tier 2 Hospital) 5Yr Corp strategy development and ACA impact study w/ C-Suite / BOD.
	ABC News & Univision	Operations enablement for \$100M Network JV and integration to launch FUSION.
	UltraCell	(Fuel Cell Start-Up for DOD) – CQO and Quality Systems / Test
	Abbott Pharmaceuticals	Sales operations transformation
	Union Bank of Switzerland	Financial Advisor attrition modeling / big data
Other Clients:	Blue Shield of CA	Operating model and process transformation.
	Shell Oil	Lean Six Sigma Program Development.
	Chevron	Lean Six Sigma Program Development.
	Wyndham Hotels & Resorts	Lean Six Sigma Advisor to CQO.
	Cal State Sacramento	Lean Six Sigma Curriculum development with faculty and outside advisors.
	CA State Gov't	(Employment Development Dept.) Operating model transformation.
	Westgate Hardwoods	(Cabinet Mfg.) Mfg. process transformation.
	OR Health & Science Univ.	Teaching Hospital – Lean Six Sigma support.
	PolyOne	(Global Polymer Producer) – Lean Six Sigma Training.
	University of BC, Kelowna	Training development with Faculty in Lean Six Sigma and Operating Model.
	Pacific Union Financial	(Fin-Tech Start-Up) Advisor to COO.
	Cal State University Chico	Lean Six Sigma Program Development.

INDUSTRY EXPERIENCE

- > Solar Energy, Renewables, Smart Panels
- > Residential and Commercial Construction
- > SaaS, Software, and Cloud Development
- > Network Products and Services
- > Media, Television, News
- > Management Consulting
- > Financial Services, Online Banking, Insurance
- > Hospital, Healthcare, Medical Devices, Pharma
- > Federal Gov't (Energy Programs and National Labs)
- > Energy, Petrochemical
- > Basic Science, Metallurgy, Ceramics, Composites
- > Lasers, Optics, Photonics, Inspection / Imaging Systems
- > Electro-Mech. Devices, Power Electronics
- > Thin films, Precision Cleaning, University Instruction and Research

SKILLS

- > Board of Directors Service and Advising
- > Ops, Finance, Engineering, and Quality Leadership
- > Software and Product Development
- > C, C++, JavaScript, HTML, Python, AWS Cloud, React
- > HR, IT, Legal, Sales, Supply Chain
- > Consulting from C-Level to line-level
- > Digital Transformation, Lean Six Sigma
- > Data Science, Statistical Testing and Modeling
- > Strategy, Portfolio, Program, Project Management
- > Business Development, Marketing, Customer Experience
- > Fundraising, Start-ups, Investor Relations
- > FP&A, Reporting, Metrics Dashboard, Financial Statements
- > Residential and Commercial Construction