

Summary Jon is a business driven executive focused on near-term results and positive outcomes for his clients and customers. Jon has over 40 years of diverse experience as a CIO, management consultant, and business owner. As a CIO, he has worked across multiple industries and business verticals for more than 25 years. He was part of a management team that grew and sold a \$250Million business to Verizon Communications. As a consulting partner, he worked globally on complex IT projects for more than 10 years. Jon was voted "Global CIO of the Year" in Philadelphia region. The last 10 years he has specialized in the industrial and manufacturing sectors.



Consulting Areas

- IT Turnarounds
- Mergers and Acquisitions
- Digital Transformation
- Operational Excellence
- Global Outsourcing & Managed Services
- E-Commerce & Digital Marketing
- CIO & Leadership Mentoring
- Cloud Migrations

Expertise

- ERP Implementation
- Large-Scale Program Management
- Vendor Negotiations
- Business Intelligence Product Development
- IT Team Building
- Cost Optimization & Cost Control
- Global Business Experience
- DevOps and Agile/Scrum

Industry Verticals Served

Industrial & Manufacturing, Legal Services, Financial Services, Telecommunications

Representative Experiences

- **M&A** - Jon has extensive experience in the area of mergers, acquisitions and divestures (M&A.) Jon has completed almost 50 deals, the largest being a \$4Billion carve-out from a major chemical company where he helped save more than \$40million in transition services costs.
- **Managed Services & Strategic Sourcing**– Over his career, Jon has selected and engaged more than 15 different managed service providers (MSPs) from small to large scale. Jon has spent extensive time in India and other countries to help create partnerships and long-term relationships with many MSPs. For a carve-out deal, he selected a service provider that saved more than \$10Million/year in operational costs. Jon specializes in leveraging new and existing MSPs relationships with a focus on the small and mid-market.
- **The Fixer** - Throughout his career, Jon has taken on some of the hardest challenges facing any company. At a well-funded start-up, he developed and managed an operational get-well plan that literally saved the company. At a manufacturing company, the managed service provider went into default and Jon went to India to transition services to a new provider. Almost 300 systems were transitioned 'real-time' to a new team of 50+ resources in less than 1 month with minimal customer impact. Jon can hit the ground running and has the confidence and ability to tackle even the hardest challenges facing his customers.
- **Business Driven Technologist** – Jon takes a business-driven approach to technology solutions. Jon has the ability to work at the C-suite and Board Level but also to engage successfully with IT teams. Jon has the ability to communicate at a strategic level but also will take a hands-on approach with his customers and IT team members. He has a strong emotional quotient (EQ) and is able to create strong and enduring relationships across all levels and functions of a company.

Past Employers

The Lycra Company, Axalta Performance Coatings, Corporation Services Company, OnePoint Communications, American Management Systems (AMS), Scope Incorporated, Computer Sciences Corporation

Education, Training & Certifications

M.S.A in Business Administration from GW University and a B.S. in Computer Science from University of Maryland