

ORIGINAL RESUME/INFORMATION

THOMAS SCHERER

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Global Business Executive and CIO

Accountable executive with high integrity and a proven record of success in challenging organizations.

Demonstrated results in turning around troubled departments and reestablishing a positive image.

In-depth experience leading vital business transformation across multiple lines of business in a global environment.

Established history of delivering strategic technology solutions that enhance the customer experience and increase shareholder value.

Tough negotiator sensitive to reciprocal business relationships and diversity vendors.

Concise communicator with a refined style that is effective with key leaders and the Board of Directors.

Innovative Solutions Incorporated, Atlanta, GA 1999 to Present

Leading distributor of management systems/service technologies and provides service through its team of worldwide service professionals.

Market Data: NYSE: INN / Revenue: \$4 B / Employees: 25,000

Sr. Vice President & Chief Information Officer (Atlanta, GA)

Vice President, Global Oracle Integration (Atlanta, GA)

Vice President, IT Infrastructure (Detroit, MI)

National Director, Innovative Solutions Network Center (Atlanta, GA)

Regional Director, Great Lakes Region (Detroit, MI)

Highlights and Results:

Report directly to the Chairman & CEO and have responsibility for a team of 350 employees and 200 contractors across seven countries. Annual budget responsibility: \$135 million

Turned around a distressed Oracle implementation critically needed to transform our business. After leading a successful implementation the company was able to realize >\$100M of recurring annual savings.

Optimized the delivery of IT services and successfully reduced total IT spending by 45% over five years while simultaneously increasing funding for strategic projects by over 60%.

Improved the responsiveness and professionalism of the IT team and increased customer satisfaction results up to over 95% of respondents being satisfied with our services.

Implemented a robust business intelligence platform that allowed us to analyze revenue, profitability and other key measures on cross segments of our customers, products, and markets.

Delivered strategic roadmaps helping the business to understand how technology investment could support key business initiatives.

Leader for the separation of IT services on several key divestitures, one as large as \$1 billion and 400 employees.

Led the selection, business and legal negotiating teams for a \$170M strategic IT outsourcing initiative.

Deployed a state of the art technology structure that allowed Innovative to centralize 20+ call centers into three national customer care centers, reducing costs by \$15M annually, and improving call center service levels by 25%.

Conducted extensive leadership building including implementing mentoring, formal succession planning, and leadership development.

Centralized telecommunication bill payment yielding a 35% reduction in annual expense.

The Green Guys, Green Bay, WI 1998 to 1999

Company Synopsis: The Green Guys is the world leader in premium commercial cleaning and sanitizing services for the hospitality, institutional and industrial markets. It provides services primarily to hotels and restaurants, food service, healthcare and educational facilities in 170 countries worldwide.

Snapshot: NYSE: TGG | Revenue: \$5.4 B | Employees: 23,000

(Includes One Promotion - Most Recent Position Listed First)

Sr. Manager, Global Network Services and Telecommunications
Sr. Manager, Financial Applications

Highlights and Results:

Brought in to work with the business team that was implementing the JD Edwards financial modules. Quickly determined the fit was wrong and worked with the CIO to gracefully close out the initiative and refocus the team. Led the process improvement team to streamline business processes for cash applications and Recognized with the elite Chairman's Award for Outstanding Achievement for successfully reducing server and network outages by 75% over prior year. Implemented change control processes, daily reviews of network health, standardization of devices, root cause analysis and active management of key vendors. Centralized the engineering and support for TGG's global voice and data network for all US locations and 16 international sites.

WMS Companies Inc, Green Bay, WI 1990 to 1998

Company Synopsis: Resource provides private wealth management services including investment management, financial planning, private banking and fiduciary services.

Snapshot: Private Company | Revenue: < \$100M | Employees: 70

(Includes Two Promotions - Most Recent Position Listed First)

Vice President, Financial Operations and Chief Technology Officer
Vice President, Information Technology
Director, Information Technology

Highlights and Results:

Reported directly to the President and was responsible for the protection and accuracy of \$2.5 billion of client securities including stocks, bonds, mutual funds, real-estate, derivatives and cash. Led the implementation of a new system for financial operations allowing us to deliver real-time information to our clients and reductions of >15% in IT expense. Implemented real-time electronic trading systems directly connecting our traders to the exchanges and improved trade execution speed from minutes to sub-second. Was a principal advisor to a technology mutual fund that beat the market by more than 18% for each of the four years in which I provided guidance. Lead the team that performed analysis of foreign equity and currency markets. Our research was published on a pay-for-subscription basis to institutional investors throughout the world. Developed a comprehensive security program including data protection, privacy and business continuity that allowed Resource to receive the highest security rating awarded by federal regulators.

County of Brownwater 1988 to 1990

Company Synopsis: Brownwater County is the second largest county in the Green Bay metropolitan area and one of the fastest growing counties in the State of Wisconsin.

Market Data: Government | Revenue: na | Employees: 4,000

Management Information Systems Administrator

AVS Incorporated, Green Bay, WI 1987 to 1988

Company Synopsis: AVS was a high-tech engineering start-up that designed optical inspection solutions for printed circuit board and integrated circuit manufacturers.

Market Data: Private Start-Up / Revenue: <\$20M / Employees: 40

Senior Field Service Engineer

Education

Cornell University – Ithaca, NY

Cornell Institute of Executive Education

Executive Development Program - 2007

University of Wisconsin College of Business
Mini-Masters of Software Design and Development - 1997

Brownwater Technical College, Brownwater, WI
Computer Technology - Graduated with high honors - 1987