



DONALD E. WINANT

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BIOGRAPHY

NON-PROFIT ♦ INFORMATION TECHNOLOGY ♦ GOVERNMENT LEADERSHIP AND ADMINISTRATION

An accomplished business executive, Mr. Winant exhibits an exemplary record of leading and collaborating with all levels of management to enable non-profits, small, medium to multi-billion dollar businesses to embrace, partner with, and advance innovation to achieve best practices. In addition to his personal career, he has also obtained many high level elected and appointed leadership achievements in various areas of public service. He has been highly praised and published as a savvy value creator and relentless cost cutter in achieving million-dollar savings by implementing creative solutions and championing new, more effective business and service processes in both the private and public sectors. He has proven himself to be a valued business strategist and solutions expert on non-profit, private company, government, and general organizational issues. Mr. Winant is truly a vision builder and creative problem-solver in business transformation and leader of operational and cultural change management. A proactive and entrepreneurial spirited leader, Mr. Winant has that sought after talent of keeping the big picture in mind while working the roadmap in making innovation real.

Mr. Winant has been a member of the Board of Trustees of New Jersey's Commission on Accreditation for Home Care (CAHC) and has served as its President for the past 3 years. He has recently been called to use his extensive executive, business and leadership acumen to serve as the Executive Director of CAHC. As Mr. Winant leads CAHC, he will keep and all of its accredited providers abreast of the many changes and challenges occurring in the New Jersey home care and companion care industries. His strong political and state government relationships will facilitate the timely exchange of vital information among for all stakeholders. Mr. Winant is committed to expanding knowledge through educational opportunities for all providers and promoting the benefits of CAHC services to those that need accreditation.

An initial career start having been with a successful startup venture, Mr. Winant couldn't resist the opportunity to return to Insync Outsourcing Corporation to build two start-up divisions with a target market in the small to medium business arena: off-site, private cloud data backup and a true business continuity practice inclusive of facilities. Novel in the field of business continuity offerings, Insync acquired a data center and office facilities to be activated as client temporary offices for personnel relocation during any emergent or catastrophic event from fire, lightning, flooding, explosion, hardware or software failures, virus or malware attacks or any other reason.

It wasn't long before Insync Outsourcing was acclaimed a full spectrum business partner which elevated the company to next level true and practiced "one stop" provider of IT technology solutions. Insync's expanded business model now provides true risk mitigation should disaster strike a client. A proven and practiced off-site, private cloud data backup and business continuity plan works when needed and allows clients to stay in business until such time as the client is able to return to their place of business.

Mr. Winant served as Insync's Vice-President of IT and Business Efficiency Consulting Services. He worked with clients to achieve organizational optimization and collaborated and partnered technology enabling greater efficiencies.

Among his notable Insync successes was his direction of the operations and integration of the acquired FIRST BYTE CORPORATION enhancing and expanding Insync's provision of business consulting and technology services for non-profit and governmental entities throughout New Jersey.

Prior to his return to Insync Outsourcing Corp., Mr. Winant was recruited by industry experts to elevate and improve the business processes and infrastructure within the Red Apple Companies, including Gristedes Supermarkets, in New York. Accepting the position of CIO, Vice-President Information Technology, Mr. Winant transformed and optimized the IT organization into a matrix management of 7 direct and 48 indirect reports. IT became a cohesive business-focused unit that maintained a 100 percent retention rate throughout his tenure. He led IT to establish platform standards, new network topography, best practices, aligned IT with a new business plan and formed the strategic partnerships.

What emerged was a state of the art supermarket – pharmacy retailer. He collaborated with all management to consolidate departments into a customer focused team and optimized processes with no or minimal personnel changes. One such way was his partnering with Advertising, Mr. Winant enabled real advertising ROI by driving business intelligence to produce solid marketing and customer buying analytics to guide general, promotional and targeted sale campaigns. Increased sales with lower operating costs substantially enhanced all department gross margins. Operating with better market intelligence and customer analytics, the company consistently exceeded sales projections. Reliable data at their fingertips runs across cutting edge point of sale technologies, data security, data and voice integration, 24/7 network connectivity with real-time information exchanges between stores, corporate, warehouses, vendors, customers and employees. His disaster recovery / business continuity plans were written, adopted and practiced.

Mr. Winant's transformation roadmap has been acknowledged, placed and published by *InformationWeek* 500 for 3 consecutive years as one of the most innovative users of information technology, inclusive of IP Telephony, application development, network security and wireless technologies. Mr. Winant introduced customer web portals and inaugurated E-commerce into Gristedes as he managed the internal development of all systems to build a model order receipt,

fulfillment and shipping system facilitated via total automation within a wireless technologies processing center.

The company became the first supermarket to offer its entire 45,000 products for online ordering with worldwide delivery. Sales and customer base increased exponentially as anyone, including shut-ins and those challenged with disabilities, could shop and have their orders delivered very conveniently anytime from anywhere.

The on-line launch, particularly the systems driving the process, generated so much attention that it caught the interest of Amazon. A partnership followed and, incorporating our presence through the additional Amazon website, the company premiered as the first to offer supermarket products for ordering and delivery anywhere in the world including APO authorized military delivery. Sales increased significantly from product volume alone, but net margins increased substantially with the additional revenue from shipping income.

His many successes at Gristedes captured the attention of the IT publication world. Mr. Winant was the featured “Expert Voice” in the April, 2010 issue of “CIO Insight – China” where he presented the IT challenges and business alignment needed within today’s wholesalers and retailers as they enable and grow ecommerce. He also appeared as the front page cover story in the July, 2007 issue of “Mobile Enterprise” magazine for his systems development and deployment of wireless technologies throughout the business along with his success expose on E-commerce initiatives in “The Global Grocer”. He was the focus of the 2007 segment of World Business Review recognizing his double layer network protection, better intrusion prevention and greater controls over spam and denial of service attacks. In addition, he was published in the February, 2008 issue of Chain Store Age highlighting his PCI compliance level and network security implementations.

Preceding his position with the Red Apple Group and Gristedes, Mr. Winant held the position of Vice-President of Information Technology for Insync Outsourcing Corporation. Serving in that capacity, he transformed the company from a hardware and software installation and maintenance firm to a prestigious company offering resources and provisions for virtually any challenge or request within Information Technology. Growing revenues by over 20%, the company expanded into a complete "one-stop" technology solutions provider servicing medium sized businesses, professional corporations, not-for-profit organizations, and school systems.

Mr. Winant was a founding partner of Tri-Comm Systems and an IBM Business Partner with Business Management Expertise. He served as President and Vice-President of Information Technology and Business Development. He built this start up from a zero revenue, basement operation to the premier, multi-million dollar boutique solutions provider for wholesalers and retailers in the Northeast.

He directed client IT operations for wholesalers and retailers with revenue ranging from \$200 million to over \$1 billion distributing produce thru full grocery. Among clients were 10 of the largest cooperative ShopRite chains within Wakefern, 4 of the Foodtown chains of Twin County

Grocers, 3 of the largest New York wholesalers as well as 3 of the largest New York retailers. Mr. Winant increased clients' sales and profit growth through custom tools to better productivity, enhance buyers' abilities, and optimize front to back cash flow through electronic interfaces to vendors, banks, and credit card companies. Custom systems within accounting, human resources, financial reporting, inventory, trend projections and accurate POS support enabled top line growth, reduced costs throughout and increased profit to the bottom line.

After receiving his MBA in Financial Management / Management Information Systems from Iona College, Mr. Winant started his career with the NCR Corporation. He was quickly promoted to the position of District Manager and was credited with record sales achievements in placing NCR mini and mainframe computer systems within the company's major retail supermarket and wholesale accounts throughout the Northeast United States.

In addition to his academic achievements in college, Mr. Winant was elected President of the Student Body, elected to Who's Who Among Students In America's Colleges and Universities and elected to serve as Vice-President of Sigma Tau Omega Fraternity. He was also appointed as Chairman of the Speakers Bureau and inducted and served as Vice-President of the Nu Chapter of the National Omicron Delta Epsilon Economic Honor Society. He was also a member of the Tara Knights and Gaelic Society.

Mr. Winant's college years brought about an exceptionally strong appreciation for public service. In his post-college years, he was elected Mayor of his hometown where he served for 14 years. Re-elected 3 times, he has been the town's longest serving Mayor to date. Prior to being elected as Mayor, Mr. Winant was elected and served as a Town Councilperson.

His years in public service further strengthened and expanded his business expertise as he became exceptionally skilled and well versed in many areas of local and county government administration and operations: fiscal budgeting, fund investments, revenue enhancements, labor negotiations, public relations, future planning and projection, project coordination, risk management, grant applications, problem resolution, and operational oversight. As Mayor, Mr. Winant was often requested as a keynote speaker, information presenter and panel moderator at various conventions and meetings.

Furthermore, Mr. Winant was elected to various other positions, some of which he still serves today. He was elected Chairman of the County of Bergen Executive Cost Containment Committee and Review Team, Vice-Chairman of the Northern Valley Region Community Development Committee, Vice-Chairman of the County-wide Bergen County Community Development Committee, Vice-Chairman of Bergen County Housing Authority Board of Directors, Secretary of the Executive Committee of the Bergen Municipal Joint Insurance Fund and Treasurer of the Northern Valley Mayors Association.

A fellow Eagle Scout, Mr. Winant remains involved with the Boy Scouts of America. He remains committed to our youth as a boys' baseball and girls' softball coach for many years. He also continues to serve as a member and officer in various civic and charitable organizations.