DONALD E. WINANT

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EXECUTIVE PROFILE

Accomplished executive with an exemplary record of leading non-profits, governmental agencies and small to multi-billion dollar businesses coupled with high level leadership achievements in various areas of elected and appointed public service. Recognized for reversing profit loss and cost savings by implementing creative solutions and championing new, more effective business and service processes in both the private and public sectors. Proven business strategist and solutions expert on company (profit and non-profit), government, and organizational issues. A vision builder and creative problem-solver in transforming plans & managing change for both operations and culture. Collaborate with all levels of management to enable small, medium to multi-billion dollar businesses to partner with and grow through Information Technology. Leverage that technology to create value in data and use it as a corporate asset and competitive weapon. Proactive and entrepreneurial spirited leader, with talent at seeing the big picture. Academics include an MBA in Finance.

CORE LEADERSHIP COMPETENCIES

IT/Business Convergence ♦ Business Transformation and Process Re-Design ♦ Non-Profit Administration ♦ Strategic Planning and Roadmap Execution ♦ Organizational Optimization ♦ Operational and Cultural Change Management ♦ Business Intelligence ♦ Startups ♦ Raising the bar on ROI ♦ Forming Strategic Partnerships ♦ Designing and Employing Enterprise-Wide Architecture ♦ IT Policies and Procedures ♦ Managing Multi-Million Dollar Budgets ♦ Security and Risk Management ♦ Disaster Recovery/Business Continuity ♦ Technology Evaluation/Selection/Implementation ♦ SDLC ♦ PCI ♦ HIPPA ♦ Supply Chain ♦ CRM ♦ DSD ♦ VoIP ♦ Custom Systems ♦ Systems Integrations

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PROFESSIONAL EXPERIENCE

Commission on Accreditation for Home Care (CAHC) Non-Profit, New Providence, NJ   2015 to present
Since 1986, the non-profit Commission on Accreditation for Home Care (CAHC) has set the standard for New Jersey home care. CAHC is dedicated to promoting the highest quality and safety standards in the industry. CAHC operates exclusively in New Jersey – it's where we live and where our own families and neighbors receive home care. We understand the diverse communities of our home state and the providers that serve them.
Executive Director
Report to the Board of Directors
- Overall leadership and administration of CAHC, its staff and the development of short and long range plans.
- Strategic Planning plan with short-term and long-term goals, including metric methodology.
- Accountable for the financial management of CAHC.
- Monitor and evaluate all services provided and report progress to the Board and make recommendations for changes as needed.
- Provision of timely information, advice and counsel to the President, the Board, and the Board Committees in the creation of policies, programs, and strategic direction of the organization.
- Identify target markets and developing programs which will serve the needs and wants of CAHC's present and future stakeholders
- Develop marketing plans, based on the strategic plan approved by the CAHC Board of Trustees.

- Grow relationships with various state agencies for the purpose of advocating Commission policies and promoting standards for quality home care services.
- Support compliance with state, federal and local laws and contractual obligations.
- Establish and maintain an effective system of communication throughout the organization, the community, trade organizations, local and state government, managed care organizations as well as all other stakeholders
- All communication aspects, from web to external relationships, public relations, building partnerships, marketing CAHC.
- Represent CAHC to the community, the media, government agencies, provider organizations and others.

Insync Outsourcing Corporation, Fairview, NJ   **2009 to 2015**

Directed the operations of the acquired FIRST BYTE CORPORATION enhancing and expanding its provision of business consulting and technology services for non-profit and governmental entities throughout New Jersey. Recruited to return and build two additional start-up divisions with target market in the small to medium business arena: off-site, private cloud data backup and a true business continuity practice inclusive of facilities to be activated as 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.

Vice-President of Information Technology

Reported to CEO; led the facility build-out and infrastructure build-up while developing the roadmap to grow these two new business ventures.

- Achieved company acclamation as a full spectrum business partner and elevated company to next level true and practiced "one stop" provider of IT technology solutions.
- Generated an initial 30% revenue explosion that has since enabled a consistent 20% growth via service additions among existing clientele and new client development.
- Responsible for marketing, generating proposals and implementing client need solutions.
- Coordinated component installation within our business continuity office suites inclusive of workstations, printers, IP phones, fax machines, office supplies, conference room and kitchen amenities.
- Developed all emergency activation procedures on a second's notice for client personnel relocation, access to their private cloud backup data, full business processing and forwarding of all phone and faxes numbers.
- Achieved business model with goal of offering clients true risk factor mitigation should disaster strike with a solid business continuity plan that will work when needed and allow the client to stay in business.

Red Apple Group, NY, NY   **2001 to 2009**

Multi-billion dollar, 5,000 employee conglomerate, including multiple corporations, and 40 store New York City Supermarket/Pharmacy Chain that operates as Gristedes Supermarkets.

CIO, Vice President of Information Technology

Reported to CEO; directed Information Technology for all corporate entities within Red Apple Group; elevated and improved business processes and infrastructure. Managed matrix of 7 direct and 48 indirect reports; and budget of $3+M as well as $5M of additional oversight throughout operations, marketing, warehouse distribution and e-commerce divisions of multiple companies.

- Upgraded business culture to customer-centric, by introducing e-commerce incorporated into unified warehouse/store operation. Directed customer marketing coupled with most convenient in-store or on-line shopping experience available, which boosted sales by $25 million with escalating upward trend.
- Reversed company losses by creating forecast model to enable due diligence review of retail supermarket operations, resulting in closure of 12 unprofitable stores. Company now operates 40 stores with healthier bottom line and positive cash flow.
- Enabled 5% growth by inaugurating e-commerce, becoming first supermarket chain to offer its entire 45,000 product line for online ordering, which increased profit margins, through shipping income. Customer base increased by 13,000+, as sales had no geographic boundaries. Shut-ins and physically disabled customers could shop and have orders delivered, improving service and company image.
- Revolutionized retail grocery delivery method with above online model, which resulted in Amazon.com requesting online partnership. Implemented cutting edge business intelligence, analytics, POS technologies, data security, data/voice integration, 24/7 network connectivity and full DR/BC plans.
- Unified IT-to-business alignment that generated immediate savings of $1+M in first year, avoided significant future costs and enabled productivity savings in millions of dollars during next five years.

- Produced working strategy map with mission and aligned IT strategy, objectives, accountability and value to that mission.
- Increased advertising ROI by driving business intelligence, which improved accuracy and validity of marketing and customer buying data, used to guide general, promotional and targeted sale campaigns.
- Increased revenue and product sales, while reducing error from human intervention, by developing Windows Mobile wireless processing center, which automated entire process, including customer order, packing, shipment to any global location and customer confirmation.
- Eliminated direct delivery losses, capturing $150,000 in first six months, by implementing Direct Store Delivery system, which used scanning to automate direct delivery receiving, rotation and replenishment, while matching all prices to specific invoices/deliveries. System realized another $250,000 annual savings in reduced paper and manual processing costs. Achieved new transparency, enhanced audit controls and reduced errors.
- Upgraded intra-corporate, warehouse and store locations to high speed, unified voice and data communications saving over $85,000 per year against PBX costs, while improving productivity.
- Collaborated with major wholesale vendors to produce EDI-similar systems, for speedy and accurate store ordering, receiving goods, inventory control feeds on delivery, and full electronic invoice reconciliation and payment processing; which saved company over $200,000 in manual data entry costs.
- Designed and implemented total warehouse distribution system, which connected facility online real-time 24/7, to corporate headquarters and each store.
- Provided store intrusion detection and point-of-sale video surveillance, by leveraging existing Carrier HVAC monitoring systems to save over $75,000 a year in hard costs while substantially reducing shrink.

Insync Outsourcing Corporation, Fairview, NJ   **1997 to 2001**
Complete "one-stop" technology solutions provider servicing small and medium sized professional businesses, not-for-profit organizations and schools. Builder of workstation and server hardware, the company's premise of "making technology work" allowed clients to focus on core business without focusing on technology matters.
Vice-President of Information Technology
Reported to CEO; led internal Information Technology and for client outsource services; managed 5 direct and 15 indirect reports.
- Transformed company model from hardware/software installation/maintenance firm, to comprehensive provider of all IT departmental services for clients up to $250 million revenue, which generated new customer relationships.
- Generated 20% revenue growth, by leading business initiatives to expand into "one-stop" technology solution, offering Web site development, shared hosting and data backup through disaster recovery.
- Directed and coordinated the IT talent for project management and IT solutions – internal and external.
- Established internal infrastructure and client connectivity, accommodating business growth to enable clients to store data on/off site, backup and recover data and provide full disaster recovery.

Tri-Comm Systems, Inc., **Dumont, NJ (Simultaneously with)**   **1981 to 1997**
IBM Business Partner with Business Management Expertise, Freehold, NJ
President and Vice-President of Information Technology and Systems Development
Founding partner for start up IT and Business Consulting firm that became premier, go to solutions provider for wholesalers and retailers in Northeast. Directed client IT operations for wholesalers and retailers with revenue ranging from $200 million to over $1 billion, distributing produce thru full grocery. Full project management, systems design and hands-on application development.
- Built start up from zero revenue, basement operation to premier, multi-million dollar boutique solutions provider for wholesalers and retailers in Northeast.
- Directed entire IT and POS consolidation of Victory Markets, Almacs Supermarkets and Great American Supermarkets into single, centralized back office and scan host support for 185 stores.
- Among clients were 10 of some of largest of the cooperative ShopRite chains within Wakefern, four of Foodtown chain franchisees of Twin County, three of largest New York wholesalers; and three of largest New York retailers.
- Increased clients' sales and profit growth through custom tools to improve productivity, leverage buyers' abilities, and optimized 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 and increased profit.

NCR Corporation, New York City, Dayton, Ohio   **1978 to 1981**
District Manager (1979-1981)
Executive Account Manager (1978-1979)

- Record sales and project management achievements at retail clients throughout the northeast United States.

EDUCATION

MBA - 1978, Iona College; Major: Financial Management / Management Information Systems.
BA - 1976, Iona College; Major: Economics. Minor: Financial Management.

ACKNOWLEDGEMENTS & PUBLICATIONS

- April, 2010 - **CIO Insight China** – Expert Voice – IT to Business Alignment for Wholesalers and Retailers
- **InformationWeek 500 - 2003, 2004 and 2005** most innovative information technology users.
- Featured front page July, 2007 **Mobile Enterprise** magazine for my systems development and deployment of wireless technologies throughout business operations.
- Authored **"The Global Grocer"** - July, 2007 issue of **Mobile Enterprise.**
- Focus of 2007 segment of **World Business Review** recognizing my initiatives with double layer network protection, better intrusion prevention and greater controls over spam and denial of service attacks.
- Published in February, 2008 of **Chain Store Age** highlighting my PCI compliance / network security initiatives.

PROFESSIONAL AFFILIATIONS

Former President - Board of Directors, CAHC - Commission on Accreditation for Home Care
New Jersey's largest state-based home health care accreditation agency

♦ Home Care Association of New Jersey ♦ Home Care Council of New Jersey ♦ Home Health Services Association of New Jersey ♦ Worldwide Executive CIO Council ♦ Tri-State CIO Executive Summit – Governing Body Member ♦ Society for Information Management (SIM) – NY / NJ Metro Chapter