

DONALD E. WINANT

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CIO / VP OF IT / IT DIRECTOR

EXECUTIVE PROFILE

Propel business performance to generate top line growth while enhancing the cash engine, front to back. Collaborate with all levels of management to enable small, medium to multi-billion dollar businesses to partner with and grow through Information Technology. Transform businesses, processes and cultures; and implement change management to improve productivity and profitability. Leverage technology to create value in data as corporate asset and competitive weapon. Use retail industry expertise to expand IT business impact to generate new revenues and grow profits with rapid returns on IT investment. Achieve multi million-dollar savings by creative IT solutions and championing more effective business processes under lowest profit margin conditions.

CORE LEADERSHIP COMPETENCIES

Business Transformation and Process Re-Design ♦ Strategic Planning and Roadmap Execution ♦ Organizational Optimization ♦ Global Matrix Management ♦ Business Intelligence ♦ IT/Business Convergence ♦ Raising the bar on ROI ♦ Forming Strategic Partnerships ♦ Designing and Employing Enterprise-Wide Architecture ♦ IT Policies and Procedures ♦ Managing Multi-Million Dollar Budgets ♦ Disaster Recovery/Business Continuity

PROFESSIONAL EXPERIENCE

L & M Marketing, Sacramento, CA - A multi-faceted marketing and consulting company providing services to America's cities and public entities with resident populations ranging from 30,000 to over 5 million.

CIO, Vice-President of IT and Business Efficiency Consulting Services **2009 to present**

Lead IT consulting applying for and channeling Federal economic stimulus funds into communities. Guided the roadmap for municipalities to take their provision of resident services to the next virtualized level.

Red Apple Group, NY, NY - A multi-billion dollar, 5,000 employee conglomerate, including multiple corporations, and the 40 store New York City Supermarket/Pharmacy Chain of Gristedes Supermarkets.

CIO, Vice President of Information Technology **2001 to 2009**

Reported to CEO; directed Information Technology for all the corporate entities within the Red Apple Group. Elevated and improve business processes and infrastructure. 7 direct and 48 indirect reports. Managed \$8+M budget throughout operations, marketing, warehouse distribution and e-commerce divisions.

Insync Outsourcing Corporation, Ridgefield, New Jersey - A complete "one-stop" technology solutions provider servicing small and medium sized professional businesses, not-for-profit organizations and schools.

Vice-President of Information Technology, **1997 to 2001**

Reported to CEO; led internal IT and and for client outsourcing services; managed 5 direct and 15 indirects.

Tri-Comm Systems, Inc., Dumont, New Jersey

President and Vice-President of Information Technology and Systems Development, **1981 to 1997**

Founding partner for a start up, zero revenue, basement operation that became the premier, multi-million dollar boutique solutions provider for wholesalers and retailers in the Northeast.

NCR Corporation, New York City, Dayton, Ohio **District Manager 1978 to 1981**

EDUCATION

MBA - 1978, Iona College; Major: Financial Management **BA** - 1976, Iona College; Major: Economics.

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 and authored "**The Global Grocer**" - July, 2007
 - 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 and network security initiatives.
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PROFESSIONAL AFFILIATIONS

Worldwide Executive CIO Council ♦ Tri-State CIO Executive Body Member ♦ NY/NJ SIM