

BERNARD M. HENRY

INDUSTRY EXPERTISE

Manufacturing ↔ Supply Chain ↔ Warehouse Management ↔ Shipping

VP | DIRECTOR SUPPLY CHAIN MANAGEMENT ▶ VP | DIRECTOR ENTERPRISE RESOURCE PLANNING [ERP]

INFLUENTIAL TOP-PRODUCING BUSINESS TECHNOLOGY EXECUTIVE with expertise leading rapid implementations, transforming performance and driving profitability. Recognized for collaboration, teamwork, negotiation, influence, and relationship-building. Dozens of impeccable end-to-end business process conversions completed on time and on budget.

MBA: BOSTON UNIVERSITY | APICS AND ICCP CERTIFICATIONS | MULTIPLE INDUSTRY AWARDS

CRITICAL COMPETENCIES

- Process Re-Engineering | Implementation
- P&L | Capital Investment Decisions
- Business Continuity Planning
- Negotiation and Influence
- JDA | Oracle | Server Technologies
- Proprietary Systems Migration
- Business Intelligence
- Team Development | Mentorship
- WMS | Manufacturing Platforms
- Enterprise Change Management
- Customer Service | Support | Retention
- Product Design | Development | Marketing
- System-Oriented Architecture
- Warehouse and Inventory Management
- Integration Solutions (FTP, EDI, XML)

PROFESSIONAL EXPERIENCE

CHIEF TECHNOLOGY OFFICER Tele-Enterprises Incorporated 2013 – Present

Cloud-based \$67M multi-functional supply chain management software and ERP company with 275 employees.

Reporting to CEO and Owner, recruited to drive sales and product marketing in preparation for the imminent sale of the firm.

- Led product demand-sensing pilot project leading to major contract and product usage expansion with **\$12.7M** identified savings.
- Drove winning presales engagements by developing proposals and detailed Statements of Work (SOW) with 3 international Fortune 500 clients.
- Led sales strategy for Force One Global and Braxton Inc. Supported Force One Global to win **\$5M+** contract and **\$2.5M** extension of existing contracts.

**DEMAND SENSING
PROJECT: \$12.7M IN
SAVINGS OVER 3
QUARTERS**

CHIEF INFORMATION OFFICER (CIO) 2006 – 2013

American Public Employees Retirement Plan (APERP)

A \$39B public pension plan created with the formation of the American Public Employees Retirement Plan and the American Public Teachers' Plan—450 employees.

Reporting to the CEO with 6 direct reports, **led 250** employees and **\$38M** budget, **\$50M** IT budget. Portfolio included IT, operations and system design for **\$40B** pension plan.

Recruited by CEO to improve plan performance, transforming it to best-in-class from most poorly performing fund in US history. Re-engineered business technology processes, underperforming teams and restored accountability, trust and confidence among governing bodies.

SPEARHEADED INTEGRATION OF 2 MULTI-BILLION DOLLAR PENSION ADMINISTRATIONS AND
CONSTRUCTED WORLD-CLASS IT OPERATIONS.

(APERP continued)

- Transformed services level retirement processing from **77% late to 80% on-time**.
- Decreased costs by **\$5M** and increased internet usage from **300K to 16M+** annual views by designing and implementing “Plan Interactive” application that improved web-based client service.
- Negotiated **\$110M** technology renewal plan by state Boards of Directors for 4-year industry-standard IT operations strategy to build mission-critical and sustainable technology infrastructure.



CREATED PMO, LEADING 110+ PROJECTS ANNUALLY WITH 88%+ ON-TIME, ON-BUDGET DELIVERY.

- Catapulted PLAN to an unqualified audit position and implemented a disaster recovery and business continuity plan, mitigating risk and building organizational capacity and resilience.
- Orchestrated 2-year **\$3.5M** data cleanup project to restructure 300,000 member accounts enabling PLAN to provide real-time online retirement calculations and pro forma statements. Results cleared the path for outsourcing of the 401k pension portion.

SENIOR DIRECTOR

High Volume Technologies, Toledo, OH

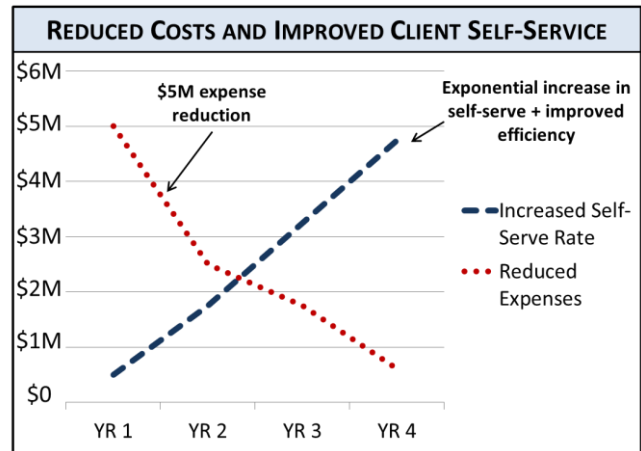
2010 – 2013

High Volume Technologies was a highly respected global supply chain management software and services company acquired by IMF Software Group in 2010 with a market capitalization of \$2.2B and 200 employees.

Reporting to VP Global Sales and 7 direct reports, built a team of 39 staff and **P&L of \$11M**. Company grew from **\$4M to \$1.1B**. Recruited by CEO for reputation of stellar results at two Fortune 100 companies.

Grew product marketing for pharmaceutical, metals, oil and gas and chemical business units, including implementing business plans and the product vision:

- Achieved **\$11M** revenues by optimizing productivity and restoring regional divisions to peak performance, winning client.
- Drove revenues by **250% to \$1.4M** and achieved stretch quota goals from **11% to 39%** in 2 quarters. Captured **88%** market share for domestic metals industry.
- Coordinated and integrated engineering function, staffing, products and marketing post-acquisition of Turner Technologies and Ironworks, achieving **\$52M** sales quota by generating e-trading sales wins.
- Produced top software-selling region by combining 2 regions, reducing headcount by **44%** and implementing strategies to reach **\$15M** sales target.



FORMAL EDUCATION, CERTIFICATIONS AND INDUSTRY AWARDS

Master of Business Administration Degree | New York University

Bachelor of Science Degree in Industrial Management | Wharton School of Management

Five President’s Club Honors Awards for Excellence in Leadership | High Volume Technologies