

DONNA L. BAUER

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PROFILE

Results driven executive with over twenty years experience in the delivery of large-scale transformation programs. Ability to apply strategic insight balanced with results orientation to deliver global change through the application of technology, business process re-engineering, and continuous improvement programs. Consulted nationally and internationally and has significant experience in Retail, Manufacturing, Technology, and Professional Services. Team focused pragmatic innovator with proven success and a bias towards business results.

ACADEMIC BACKGROUND

MBA (Honors)	Sacred Heart University, Fairfield, CT, 1992
BS Chemical Engineering	Drexel University, Philadelphia, PA, 1982

EXPERIENCE SUMMARY

Computer Sciences Corporation (2006 - Present)

Director, Americas Competency Centers (SAP, Oracle, DBA, Arch, BI, MES)

Led the turnaround of the Competency Center by upgrading the talent by 33% through the strategic hires program and by repositioning CCS from a strictly “Run and Maintain Group” to an organization capable of leading Business Dev, Acct Startup, Program Mgmt, Transformational Projects and Acct Expansion. The reusable solutions developed include Oracle and SAP upgrades, Oracle & SAP Archiving, Oracle and SAP Divestitures Offering, ERP Automated Testing Soln, Multi-Program SAP Common Structure (Operational PMO), Standard BASIS and DBA Offering, SAP Complexity Assessment, Enterprise/ERP Architectural Assessment and Partnering with RWD for Human Performance on behalf of GOS. Enhanced Team expanded Rev (not bookings) by over 10% in the same year of the transformation. Sample Acct Pursuit closes included DuPont, SUN, Delphi, & Eclipse. Rev. over \$200MM with 2nd year growth of over 20%.

Avalon Holdings (2004 – 2006)

Turnaround Executive – VP & GM

Led the turnaround of a Division of Archway Marketing on behalf of a Private Equity firm. Surpassed investors EBITDA targets within 5 months with 400% improvement in EBITDA over baseline business plan. Results: Exceeded business plan cash and profitability targets in its first year of operation. Division Annual Turnover \$200MM.

BEST BUY (2002-2004)

Director Information Systems – Divested Business Unit

Successfully separated and led Information Systems for a divested retail business (Rev \$1 Billion with 760 stores) to Private Equity. Full accountability for Infrastructure and applications including IP negotiations, licenses, contracts leases transition and support on be. Prepared for and delivered a “holiday season” with 100% uptime. The divested business experienced a 30% reduction TCO in the transition process through a simplification program developed.

Director - IS Strategy, Portfolio and Governance

Accountable for facilitation of C-Level Executive Steering Committee and the development of the IS Portfolio to fulfill Best Buy’s strategic direction. Optimized investment mix to support enterprise efficiency, growth and venture objectives. Realigned and reduced investment level from \$210M to \$130M in FY04 without compromising strategic direction of the company.

SupplySolution (2000-2001)

Supply Chain Execution and Mgmt Software and ASP (Application Services Provider) linking OEMs to Tier 1 and Tier 2 Suppliers, Southfield, MI

Senior Director of Business Dev., Marketing, and Product Management

Developed Alliances with infrastructure companies and key consulting firms for optimal solutions required by customer – Peregrine, GE Plastics, AT Kearney and Covisint Built a national business development team that expanded industry vertical presence from exclusively Automotive to Chemicals and Consumer Durables

ORACLE (1999-2000)

Sr. Practice Director –Business Consulting (Insight Program Development)

Clients: AA, Time Warner, Sanmina, Dannon, IVAX, Cigna, CSX, Timberland, Timex

Engagements facilitated the closing of \$40M of Oracle business through the use of Solution Value Assessments (Strategy, solution and business case development). Average deal size \$4M. Practice achieved highest close rate in Majors and General Business at 75%. Recognition: Oracle MVP.

Leader of Bell South Program Office – Closed \$28M in consulting services (multiple contracts). The account was the first Fortune 50 sale and implementation of Rel. 11i.

BP/AMOCO (1997-1999)

General Manager

Leader of an engineered polymers business unit with accountability for a Global P&L including Sales, Marketing, R&D, multi-site Operations and Supply Chain.

Results included repositioning the business and product mix profitable growth by expanding applications to coating market. Cash flow was also improved by 25% utilizing Six Sigma Lean.

Corporate Leader: Global Sourcing, Supply Chain & Preventative Maintenance

Transformed procurement, supply chain and preventative maintenance from fragmented business unit driven functions to an industry leading shared services organization. Accountable for successful the implementation of SAP globally, budget \$70 Million. By driving metrics, systems, process change and organizational capability, audited savings of over \$260 Million in recurring expense were achieved, exceeding its projected ROCE projection.

BLACK AND DECKER (1995-1997)

Director, Lean and Manufacturing Strategy – Supply Chain Redesign

Led demand mgmt & Kanban processes to achieve company wide inventory reduction of 30% with associated Cycle Time. Results: Met strategic lead-time targets to provide competitive advantage in the Power Tools market. Introduced and obtained funding for first Global ERP initiative - SAP.

Honeywell, Aerospace (1994-1995)

Director of Materials/Operations – Landing Systems

General Electric Company (1983-1994)

Materials and EVC Operations Mgr

Electrical Distribution and Control, Mebane, NC 1992-1994

Program Mgr of Lean and Productivity Practices

(Author of Process Mapping for GE and Workout Facilitator)

Corporate Business Development/Jack Welch Leadership Center

Fairfield, CT 1990-1992

Operations, Program Office and Quality leadership Roles

Peacekeeper & Trident Missile, Aegis Radar Programs

Aerospace, Philadelphia, PA 1983-1990

TECHNICAL PROFICIENCY AND CERTIFICATIONS

Development Methodologies

ASAP, Catalyst C-ERP and AIM

SAP Certifications

MM/PP/PM

Oracle Certifications

SVA-Insight/Prog. Mgmt.

Lean Certified

Kaizen Events

Six Sigma Certification

Green Belt

Work Out

Instructor – Jack Welch Leadership Institute

Productivity Best Practices

Instructor – Jack Welch Leadership Institute