

MYRON S. KARASIK, CMC, CPA
408-705-6870
coldframe@eudoramail.com

SUMMARY

Senior Executive with over 10 years experience in decentralized professional and commercial governance environments and over 15 as a consultant to business and government entities. Specializing in development and deployment of strategic business initiatives to improve operational and financial effectiveness. An innovator crafting pragmatic, leading edge, solutions to enhance financial and organizational performance, a leader that inspires performance and attracts talent.

ACCOMPLISHMENTS

- Brought to market successful products in bio-medical device and software industries
- Successfully nurtured several new businesses and turnarounds in distribution industry
- Developed software quality assurance techniques and standards adopted industry-wide
- Successfully developed multiple consulting practices

EXPERIENCE

2000- : Director of Management Consulting FUJITSU CONSULTING, Sunnyvale, CA

- Developed business architecture for shared services division to provide IT and other business services to 10 subsidiaries of \$3 Billion + technology manufacturing and distribution company. Project manager for build and implementation phases.
- Developed financial model for major European manufacturer seeking to develop new eBusiness distribution model in the U.S
- Led Senior Management team effort to forge Merger Plan for U. S. subsidiaries of merging Japanese P&C Insurance parent firms. Developed business and IT architecture and strategy; consolidated operations will save \$12M / year.
- Developed Architecture for enhanced Global Payment system for a global banking firm.

1999-1999: Chief Information Officer, Cozen & O'Connor., Philadelphia, PA

- Led this 320+ attorney national law firm's transformation from technology laggard to technology mainstream. Administered 22 person department plus major outsourced services contract for transition support that provided another 8 – 10 fulltime equivalents. Capital budget of \$4 million, operating budget of \$2.5 million.

1997-1998: Chief Technology Officer, Plymouth Rock Auto Insurance, Boston, MA

MYRON S. KARASIK

- As Co-Chair of Executive Strategy Committee, developed a multi-year strategic Business and IT plan for this group of four independent insurance firms. Implemented Web-based supply-chain systems, analytical and marketing data marts. The data mart was cited by Intelligent Enterprise magazine in its 1998 RealWare awards and also by ComputerWorld in its August 1998 special on Customer Relationship Management Systems. Managed a staff of 20+ permanent and 12 outsourced developers and budget of \$8 million.

1995-1996 Associate Director of Management Consulting, DMR Group, Waltham, Westwood, MA

- Developed a proprietary data warehouse methodology and applied it to needs of largest Massachusetts based HMO. Revised curriculum and delivered a series of training courses for Xerox most senior sales management group on electronic document management and integrated workflow solutions. Developed business and technical architecture for start-up wireless telecommunications company building a virtual carrier's carrier for C Block spectrum.

1991-1994: Chief Operating Officer, Chief Information Officer, Sutter Corporation, San Diego, CA

- As CIO, developed integrated data-voice wide-area mobile two-way communications system to reduce patient service costs while increasing service levels. As COO, brought to market first major product offering in eight years for this FDA, CSA and TUV approved manufacturer of robotic orthopedic rehabilitation medical devices. Developed managed care marketing program adding 50 million covered lives in first year alone and subsequently locked all competition out nation-wide. Managed 156 people and \$22 million budget.

1988-1991: Chief Information Officer, Kirkland & Ellis, Chicago, IL

- Overhauled entire technology platform to return this preeminent firm serving Fortune 50 clientele to its status as the technology leader of the legal industry. Accomplished this on time and on budget (3 years and \$10 million capital).

1980-1988: Principal, Coldframe Inc., Chicago, IL

- Developed a consultancy practice as part of a CPA firm, then spun-off as a separate entity (Coldframe) in order to service other CPA firm's clients. Specialized in developed leading edge applications and business services, such as:
 - Launched a software certification entity for the American Bar Association (1985-1988) whose work was subcontracted to us.

MYRON S. KARASIK

- Developed a business and technology plan for the successful launching of a turnkey supply-chain software company specializing in mass merchandiser /supplier relations
- Developed electronic banking database publication application with integrated data capture, analysis, customized SGML based publishing.
- Developed business reorganization plan and new technology platform for struggling air freight to provide logistics management services, including online proof-of-delivery verification. Company increased revenue 500% in two years and was on the INC 100 list for two years.
- Developed business reorganization plan and new technology platform for a distributor facing immediate bankruptcy. Company turned around by rebuilding its product line and developing new high-touch systems to support customer-of-one marketing and eventually equipped field sales force with mobile workstations to check inventory and enter orders. Company became very profitable and then assisted founder in finding a foreign buyer who paid hefty premium to get into US market.
- Developed a state-of-the-art manufacturing enterprise system to manage all aspects of a metal-stamper. Company was then able to accept designation as primary supplier for COMPAQ computer.
- Developed early integrated sales force automation system using 4GL development tool with mobile distributed users for manufacturer's rep firm.
- Organized a client CPA firm's mobile workstation program to perform remote professional services. The firm became successful enough to absorb the 2nd largest CPA firm in Chicago.

EDUCATION

Northwestern University	M.B.A with Distinction., Finance and Marketing
Purdue University	M.S.E.E., Computer & Control Systems

PROFESSIONAL CREDENTIALS

Institute of Management Consultants: Certified Management Consultant (CMC)

Certified Public Accountant: State of Illinois # 19602

Member of IEEE/ANSI Software Technical Subcommittee\Co-Author of Software Quality Assurance Plans (#730.2) and Software Reviews and Audits (#1028). Won two Best Paper Awards from IEEE Conferences in Software Engineering and Quality Assurance (1983, 1988).

Published articles in ABA Journal, Harvard Business Review and several technical venues.