



Andrew Winter, Ph.D.
CEO and Managing Director
Precipio, LLC

417 West Street, Suite 118
Amherst, MA 01002-6902
+1.530.517.0436 m

awinter@preciopllc.com
www.preciopllc.com
+1.530.267.8010 f



Background

Andrew is an experienced executive leader, with over 20 years of experience in Service and Manufacturing Industries. He has served in a variety of senior technical and management roles. He is an effective leader, trusted advisor, business and process improvement agent, educator, and coach. He has achieved and sustained excellence in operations within engineering technology, manufacturing, and service / transactional / financial / healthcare / pharma environments as both an inside and outside executive leader. Andrew brings energy, leadership, technical strength, focus, teamwork, and adaptability to each engagement resulting in strong, measurable client value in excess of \$2B. He has managed over 200 people in line and matrix environments and lead projects with budgets in excess of \$100MM.

Education:
 Ph.D., Materials Science and Engineering, Colorado School of Mines
 B.S., Materials Engineering, Cal Poly, San Luis Obispo
 Certified Lean Six Sigma Black Belt and Master Black Belt

Functional Expertise

- Manufacturing / Production
- Cleanroom (Class 100)
- Service / Transactions
- Supply Chain
- Engineering / R&D
- Operations
- Finance
- Quality Systems
- Lean Six Sigma/Process Excellence
- Sales and Marketing
- Executive Management
- Training / Facilitation

Industry Experience

- Financial Services / Insurance
- Federal (Energy)
- Pharmaceutical / Life Sciences / Healthcare / Hospital
- Petrochemical
- Basic Science (Physical) / Materials Engineering
- Lasers, Optics, Photonics,
- Electro-Mechanical Devices / Thin films / Precision Cleaning
- Electronics / Networking Devices and Services
- Cloud Services / IT

Relevant Experience

Global Media Company: Established the operational model and integration plan for the Joint Venture of two major media organizations, leading to the successful launch of a brand new \$100MM television and social media network. Working with C-level and staff, execute working sessions, strategy development, process design and improvement, implementation and change management efforts across the parent companies and the JV.

Regional Medical Center: Developed the 5 year Strategy and Operating Plan for a \$2B Level 2 Trauma Regional Medical Center. Working with the Board of Directors and the CEO and his staff, execute planning and working sessions to assess past performance, changes in the healthcare environment including impacts of the ACA, and operational goals of the trustees and senior leaders to develop the high level strategy and operational models to achieve the best patient-centered care.

Global Network Product and Services Corporation: Led over 50 engagements to transform almost all divisions of corporation over 5 years. Examples include design of new Corporate Portfolio Management and Governance Process, a new Supply Chain Operating Model for Global Procurement, and a new Global Accounting Model. Trained, Coached, and Led a project and transformation portfolio with financial impact > \$2 billion over three years enabled by deep Lean Six Sigma and Business Process Management capabilities.

Major Financial Institution: Developed a Future State Operating Model and Transformation Roadmap for the Retail Lending Division to yield \$500M in Revenue Growth over the next 5 years, \$30M in quick wins, reduce the cost structure by 30%, and optimize the front and back office.

Major Pharmaceutical Company: Conducted an Operations Strategy and Vision Review for a Marketing and Sales Operations Division, resulting in a new operating model which reduced turn-around time from 4 months to 4 weeks and increased flexibility by creating an additional 50% capacity.

Global Financial Institution: Developed an attrition risk assessment model including comprehensive driver analysis and metrics development for a large, high-volume wealth-management business unit.

Major Financial Institution: Provide overall direction and leadership for deployment of a Lean Six Sigma Program for a \$7 B lending division, including strategic plan development, project selection, training, coaching, and profit growth. Served as the business process engineering executive and lead Master Black Belt. Delivered capability in 12 months with benefits exceeding \$50M over 24 months.

Major US Federal Energy Program: Provided overall direction and leadership for Quality Engineering and Manufacturing Operations for a \$3.5B Department of Energy Program including development, oversight, and implementation of a Lean Six Sigma Quality System in the production and supply chain divisions. Built the infrastructure from the ground up, creating new manufacturing and quality divisions, and served as the lead process Data Scientist.

Major Laser and Optical Products Enterprise: Provided leadership for a team that rapidly grew from 50 to 400 senior managers, chemists, engineers, and technicians to establish and grow an optics manufacturing capability in a new division of a \$100 M optical equipment and products company, completing projects that yielded > \$1.7 M of new revenue in less than 6 months. Served as the Sales and Marketing Product Specialist for optical products.