

# Andrew N. Winter, Ph.D., CEO Eflex, Inc.

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1995 California Polytechnic State University, San Luis Obispo CA - **B.S.**, Materials Engineering

1999 Colorado School of Mines, Golden CO - **Ph.D.**, Metallurgical and Materials Engineering

C-Suite Exec. | Finance | Operations | Consulting | Engineering | SW / Tech / Prod. Dev | Quality | Lean Six Sigma

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- ◇ Multi-industry business and technical professional with strong leadership, problem solving, finance, software development, data modeling, and process skills with over \$2B in transformation benefits delivered as an executive and advisor from Start-Ups to Fortune 500's across all functions. Extensive remote-hybrid exp.
- ◇ P&L Responsibility up to \$100MM and Head Count up to 1000 as executive, \$50B / 100k as advisor.
- ◇ Served in multiple C-Suite roles: CEO, CFO, CTO, COO, CQO, Managing Director, Sr. Scientist, Sr. Engineer
- ◇ Seeking opportunities to lead teams, and drive company growth, efficiency, and value with my hands-on, team-enabling approach and broad business and technical skill set.

## WORK EXPERIENCE

### **2019-2024 Founder and CEO-CFO-CTO at Eflex, Inc.**

*(Clean Tech / Smart Panels / Software, At-Market, \$35M in Channel P&L)*

Built the leadership team, designed/built initial product HW/SW prototype, created minimum viable product, raised >\$850k seed round, generated \$2.3M in order backlog / \$35M traction, and managing all aspects of operations and finance. Coded in C and JavaScript.

### **2016-2018 President and CFO for SolPad, Inc. (w/ Precipio)**

*(Silicon Valley Solar Innovation Start-Up. \$6M P&L, \$60M in Channel)*

Turn-around Ops Transformation, Product Dev. Pivot, \$200M in Business/Channel Dev., Lead \$10M in Series A Fundraising. Restructured Quickbooks accounts and reports from the ground up.

### **2009-2016 Executive Client Partner – Transformation for Cisco Systems w/ Precipio**

*(Network / Cloud Services, \$1B Portfolio)*

Lead >60 Engagements across nearly all verticals resulting in over \$1B in delivered value, Office of the CFO Transformation Partner. Extensive use of Big Data Models and Financial Benefits Models.

### **2007-2009 Global Engagement Director for Accenture and Lead, Financial Services/Process Canada**

*(Management Consulting, acquired George Group, \$5M P&L, \$500M Program)*

>\$500M Value Delivered, Multiple Sectors, Drove Accenture Strategy/Process Cross-Pillar Partnership, C-Level Service/Leadership, and Client Strategy with clients such as PolyOne (LSS Program), Royal Bank of Canada (\$500M Retail Credit Transformation), Abbott (Sales Ops Transformation), UBS (FA Attrition Data Science Transformation). Extensive Data Modeling.

### **2006-2007 Vice President Finance Lean Six Sigma for Wells Fargo**

*(Financial Services, \$100M Program)*

Designed and Deployed a Lean Six Sigma Program with over 100 Projects and \$100M in value in 2 years, Trained and Certified >400 of LSS Staff. Extensive programming in Excel / HTML.

### **2003-2006 Director - Operations and Quality, Division COO for National Ignition Facility for LLNL**

*(National Lab, Energy, Laser Physics, \$110M Program P&L)*

Assembly, Installation, and Refurbishment, Lawrence Livermore National Laboratory, University of California, U.S. Department of Energy, Start-Up / Commercialization for >\$100M of Laser Optics & HW for a \$4B National Energy/Defense Program. Extensive Cloud App design and deployment.

## WORK EXPERIENCE (CONTINUED)

### 2000-2019 Founder and CEO-CFO at Precipio, LLC

*(Management Consulting, Business Transformation, \$2M P&L, >\$2B in Client Value, 25 Staff)*

Lead over 100 engagements across multiple sectors from Board of Directors / C-Suite to floor level using proprietary Precipio business process and operating model transformation approach, from strategy, program management, and Lean Six Sigma to finance, big data, eLearning/Training, and quality. Built & coded training courses from scratch using Adobe Captivate for multiple clients.

Major Clients:	Cisco	Transformation Partner leading over 60 projects and over \$1B in value delivered.
	Royal Bank of Canada	\$500M Retail Credit Transformation.
	Edwards Life Sciences	(Global Medical Devices) – Operating model transformation with VP of Operations.
	Tabuchi US, Inc.	(Silicon Valley (SV) Solar Clean Tech) Fundraising bus. dev. leading to \$20M offer to acquire.
	SolPad, Inc.	(SV Clean Tech) – E2E Transformation, leadership strategy, \$10M Series A, \$200M in Channel.
	Enloe Medical Center	(\$2B Tier 2 Hospital) 5Yr Corp strategy development and ACA impact study w/ C-Suite / BOD.
	ABC News & Univision	Operations enablement for \$100M Network JV and integration to launch FUSION.
	UltraCell	(Fuel Cell Start-Up for DOD) – CQO and Quality Systems / Test
	Abbott Pharmaceuticals	Sales operations transformation
	Union Bank of Switzerland	Financial Advisor attrition modeling / big data
Other Clients:	Blue Shield of CA	Operating model and process transformation.
	Shell Oil	Lean Six Sigma Program Development.
	Chevron	Lean Six Sigma Program Development.
	Wyndham Hotels & Resorts	Lean Six Sigma Advisor to CQO.
	Cal State Sacramento	Lean Six Sigma Curriculum development with faculty and outside advisors.
	CA State Gov't	(Employment Development Dept.) Operating model transformation.
	Westgate Hardwoods	(Cabinet Mfg.) Mfg. process transformation.
	OR Health & Science Univ.	Teaching Hospital – Lean Six Sigma support.
	PolyOne	(Global Polymer Producer) – Lean Six Sigma Training.
	University of BC, Kelowna	Training development with Faculty in Lean Six Sigma and Operating Model.
	Pacific Union Financial	(Fin-Tech Start-Up) Advisor to COO.
	Cal State University Chico	Lean Six Sigma Program Development.

### 2000-2002 Spectra Physics Lasers

*(\$100M Optical Products Mfg.)*

Lead a team rapidly growing from 50 to 400 senior managers, chemists, engineers, and technicians to establish and grow an optics mfg. facility, completing projects that yielded \$2M in revenue in less than 6 months.

## CERTIFICATIONS AND TRAINING

2000	American Society for Quality and The Six Sigma Academy - <b>LEAN Six Sigma Black Belt Certification</b>
2005	Raytheon, Inc. – LEAN Six Sigma Master Black Belt / Deployment
2005	SigmaPro, Inc. - <b>LEAN Six Sigma Master Black Belt Certification</b>
2006	Wells Fargo – LEAN Six Sigma Master Black Belt / Deployment
2008	George Group / Accenture - <b>Lean Six Sigma Master Black Belt Trainer</b> , George Group Academy

## INDUSTRY EXPERIENCE

Solar Energy, Renewables, Smart Panels, Residential and Commercial Construction, SaaS, Software, and Cloud Development, Network Products and Services, Media, Television, News, Management Consulting, Financial Services, Online Banking, Insurance, Hospital, Healthcare Services, Medical Devices, Pharmaceutical, Federal Gov't (Energy Programs and National Labs), Energy, Petrochemical, Basic Science, Metallurgy, Ceramics, Composites, Lasers, Optics, Photonics, Inspection / Imaging Systems, Electro-Mech. Devices, Power Electronics, Thin films, Precision Cleaning, University Instruction and Research.

## SKILLS

Board of Directors Service and Advising, Leadership of Operations, Finance, Engineering, Quality, Software, HR, IT, Legal, Sales, Ops, Quality, Supply Chain, Consulting from C-Level to line-level including Strategy and Portfolio Management, Program Management, Project Management, Customer Experience, Business Development, Marketing, Fundraising, Start-ups, Risk Management, Investor Relations, Digital Transformation, Lean Six Sigma, Data Science, Statistical Testing and Modeling, Finance and Performance Accounting / Reporting, Financial Statements, Tax, Metrics Dashboard, Software and Product Development, C, C++, JavaScript, HTML, Python, React Native, Residential and Commercial Construction, Glazing, and Design.