

Derrick N. Green
Chief Information Officer

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Expertise - Technology Innovation ♦ Business Alignment ♦ Cost Reduction ♦ Global Technology Management

Senior level technology executive with business acumen to lead large-scale IT change initiatives and drive international business growth through process, organization and technology redesign. Decisive leader of operational transformation for organizations of varying size and scope. Results-oriented professional, recognized for taking on major initiatives, adapting to rapidly changing environments and resolving mission critical issues to ensure bottom line success.

- Strategic IT & Business Planning
- Customer Relationship Management
- Project & Change Management
- Mentoring & Training Development
- Telecommunications
- Web & Application Development
- E-Commerce Development
- Distribution & Logistics
- Outsourcing (ITO & BPO)
- Budgeting & Financial P&L
- Data Center Consolidation
- Vendor Management/Negotiations
- Enterprise Resource Planning (ERP)
- Sarbanes-Oxley Compliance
- Disaster Recovery (DR/BC)

Professional Experience

Matrix Human Services (Non-Profit Sector)
Information Technology Manager, Detroit, MI

2015 – Present

Accountable for advancing the mission and strategic information technology goals of Matrix Human Services. Hands on manager/director directly responsible for the management and support of all information technology services. In this role I direct our Manage Service Provider in execution and support for infrastructure services, networking, telecommunications, website, and cloud based applications.

The Green Enterprises LLC (Global – IT Leadership Consulting – Technology & Staffing Sectors)
President, Detroit, MI

2011 – 2015

The Green Enterprises (Technology) - provides information technology management and leadership consulting services to companies internationally on an interim basis. Engagements are tailor-fit to client needs. Areas of focus and services provided include: strategic planning, governance, alignment, project management, infrastructure management, IT managed services, vendor management, and application development.

The Green Enterprises (Staffing) - provides comprehensive staffing solutions internationally with a focus on southeastern Michigan. In addition, we provide human resources assistance in all areas including but not limited to leadership coaching, employee development, and succession planning. Areas of responsibility: day-to-day operations, business development, marketing, technology applications and cloud services.

Partial List of Client Engagements

<u>Company</u>	<u>Industry</u>
Autoneum North America	Automotive
Resource Options International LLC	Staffing & Recruiting
Fiat Chrysler Automobiles	Automotive
Ubermemorials	Death Care
Robbie's Place	Non-Profit

- IT Strategic Planning: Business Objectives, Business Processes, Technology Investment Portfolio, Alignment, Future State
- Management Consulting: Technology Assessment and Analysis, Outsourcing Management, Business Process Reengineering, M&A Due Diligence, RFP Development and Evaluation, Change Management, Budgeting and Forecasting
- Knowledge Management: Architecture Planning and Assessment, Systems Integration and Conversion, Disaster Recovery and Business Continuation, Organizational Alignment
- Direct organization's financial and budget activities to fund operations, maximize investments, and increase efficiency
- Establish and implement company policies, goals, objectives, and procedures
- Review financial statements, sales and activity reports, and other performance data to measure productivity and goal achievement and to determine areas needing cost reduction and program improvement.
- Facilitate the development of job descriptions, headhunting, interviewing, and administration based on client requirements.
- Website development and maintenance, applicant tracking system, MS Office 365 administration and support

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Netlink Software Group (\$80M Private Global - IT & Business Process Outsourcing – Technology Sector)
Executive Vice President, Information Technology Operations, Solutions, & Growth, Madison Heights, MI

2009 – 2010

C-level account executive leveraging extensive experience leading operations for Technology, Business Development and Solution Development within a diverse range of industries. Respected advisor providing guidance in cost reduction, process improvement, growth strategies, and globalization. Provided direct improvement of financial and operational performance through targeted best practices that reduce support costs and standardized business processes. Interface with senior executives providing technical direction and clarity of the benefits of leveraging technology to improve business performance.

- Improved client profitability by reducing costs 20% leveraging hybrid on/off-shore service delivery model.
- Directed company sales and marketing functions; reducing sales cycle 50% for flagship service offering.
- Increased revenue 6% within 12 month time frame (new business development and organic growth)
- Directed Sales, Operations, Strategic Planning, Human Resources, Marketing and Finance
- Managed VP and Director-level organization leaders

Cincinnati Milacron (\$1B Public Global - Industrial Machinery – Manufacturing Sector)

Chief Information Officer (CIO), Cincinnati, OH
Global Director of Information Technologies, Madison Heights, MI
Project Manager / Systems Analyst, Madison Heights, MI

2008 - 2009

2004 – 2008

1984 – 1999

The role was multifaceted, as the technical representative within executive management, the position lead the overall strategic planning and operational direction of information technology resources and processes. The CIO was responsible for the day-to-day oversight of the global information technology infrastructure, data management, staffing and recruiting. The objective was to provide revenue generating, cost effective IT systems and support, direct leadership of directors, managers, developers, and administrators that managed four global data centers, networking, e-Commerce, e-Learning, ERP, Hyperion, Email, security, telecommunications, mobile communications, and two global call centers, while adhering to SOX compliance.

- Launched comprehensive centralized change management methodology enabling repetitive roll-out strategy for J D Edwards Enterprise One 8.11 migration across European, Asian, and US locations; hosted from North America.
- Reduced annual IT operating expenses by 24%.
- Turnaround of complex failing ERP implementation within a one year period.
- Increased e-Commerce revenue 20% by redesigning front end, middleware, and back end operations
- Reorganized IT organization to ensure business alignment, eliminated infrastructure redundancy, improved cost structure and operational effectiveness evolving to a shared service delivery model.
- Managed an international team comprised of seven direct reports with a 125 member team.
- Transformed fragmented group into a dynamic, customer-focused central services organization – established a culture of accountability.
- Provided strategic IT leadership while serving as a member of Executive Board.

Commented [DR1]:

LDMI Telecommunications (\$120M - Telecommunications – Technology Sector)

Program Manager Strategic Accounts, Southfield, MI

2001 – 2004

Program Manager for an E-Business Service Provider (ESP). Drove program and project management for acquisitions, telecommunications, connectivity, applications, security, managed hosting, networking, and web development services. Account manager to Fortune 500 clients in the automotive, chemical, retail, and marketing sectors. Set up the metrics and guidelines for the Project Management Office (PMO). Provided mentoring in project management methodologies for three project managers.

- Led telecommunications business process reengineering effort in support of flagship product delivery
- Spearheaded merger & acquisition, transition and integration of 8000 customers & 150 employees
- Managed & implemented OEM Dealership DSL/VPN Pilot Program for 21 Ford Dealerships
- Managed & implemented Ford People PC Service delivery and support for 5000+ customers
- Spearheaded client sales and marketing campaign for Doner Advertising by leveraging internally developed Digital Asset Management system; resulting in reduced cost, increased brand recognition & campaign consistency

Newcor Inc. (\$300M Tier One OEM - Automotive Sector)

Director of Management Information Systems, Bloomfield Hills, MI

2000

Provided overall direction and management of enterprise information systems for Tier 1 automotive supplier. Established policies, standards, practices, and security measures to ensure effective and consistent information processing operations. Responsible for networking, telecom, staff and application development.

- Successfully managed \$3.2 million dollar project budget and \$10 million operating budget.
- Implemented JBA Enterprise Resource Planning (3 locations in 6 months).
- Developed MIS policies, procedures, and produced IT Strategic Plan

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Education & Affiliations

Master, Business Administration (MBA) – University of Phoenix, Troy, MI

Bachelor of Science, Business Information Systems – University of Phoenix, Troy, MI

Associate Degree, CIS Mid-Range (AS/400) Computing – Macomb Community College, Warren, MI

Programming Certificate - Control Data Institute, Southfield, MI

*Affiliations: CIO Forum • Quest International User Group • Project Management Institute • Advisor Council Information Builders
• Executive Suite • Speakers & Panelist • UOP MBA Alumni*

Speaker: Oracle • Quest International User Group • IBM • Information Builders • Regional User Group

Published: Oracle • Quest International User Group • Information Builders

Vice Chairman - Board of Directors: Robbie's Place (Supervised Transitional Living for Youth)

Board of Directors – Matrix Human Services