

Major Projects

Dick Kane
Chief Executive

Areas of Practice

Leadership, P&L Management, Forecasting, Budgeting, Strategic Planning, Project Management, Business Plan Development, Business Process Engineering (BPE), Cost Management, ERP Implementation, Process Flow Analysis

Industry Lines

Education, Financial Services, High-Tech, Direct Marketing, Packaged Goods, Warehousing, Distribution

Education/Qualifications

- MBA (Operations Management), Indiana University, 1978
- B.S. Business Administration (Quantitative Analysis), Indiana University, 1977
With honors, supplemented with special studies in Computer Science

Connected medical device, from pre-market to a \$10M run rate

- Acting COO & CIO
- Led evaluation of enterprise ERP candidates (NetSuite, SAP and Accumata, then implementation of NetSuite
- Planned and executed a one-year process to take this embedded IoT medical device from FDA regulatory approval to mass production
- Responsible for the complete product development life-cycle; managed an electrical design and engineering team in North Carolina, a mechanical design and engineering team in Hong Kong, and embedded software engineering team in Pakistan, and a back-end cloud development team in Florida
- Provided supply chain leadership for manufacturing operations and mass production; researched, vetted, sourced, tested, constructed, managed and optimized a supply chain that spans Singapore, Hong Kong, Shenzhen, Taichung City and Cleveland
- Managed the design team, supply chain, quality management, regulatory compliance, and facilitation of off-shore assembly and packaging
- Selected front-end / back-end IT technologies, managed IT development, functional design, design review, and quality assurance

Food & Beverage manufacturing turnaround

- Reviewed executive team for talent, expertise, competency and communication skills
- Replaced the incumbent president with the CEO of a strong competitor
- Provided vision and leadership, operated from a position of trust and delegated responsibilities to competent individuals to produce a 99% reduction in the defect rate and eliminated millions of dollars in losses stemming directly from production activity
- Instituted cultural changes to replace a pattern of mediocrity and failure with a culture of excellence and success
- Trimmed overhead by absorbing the responsibilities of the Vice President of Operations
- Identified the need for and hired outstanding talent to replace the Director of Quality Assurance
- Trimmed overhead and simplified operations by absorbing or delegating the responsibilities of the Director of Logistics and by eliminating the use of antiquated, inaccurate and confusing systems

Diversified global education business with \$2 billion in annual revenue

- Responsible for \$260M business unit serving 16,000 students with management responsibility for 70 Administration, 85 full time faculty members, and 500+ part time faculty members
- Grew revenue from \$155M in 2006 and \$195M in 2007 to \$262M (est.) for 2008
- Added \$34M to bottom line in 2008 by increasing profitability from 35% in 2006 and 38% in 2007 to 42% in 2008 (est.)
- Redesigned the MBA program and launched a Masters program in IT

Holding company with business units including commercial real estate, brokerage, investment, development, title services, warehousing and distribution

- Tripled the size of one business unit through complete process re-engineering, creating efficient and accurate business systems
- Reduced labor by 50% and errors by over 80%, producing record growth and profits
- Implemented first-ever comprehensive fiscal management process, including annual budgets, monthly performance analysis tools, roles and responsibilities
- Replaced antiquated core processing technology with server-based solution
- Returned another business unit to profitability in 2006 having increased efficiency by 30%
- Replaced all accounting and warehousing information systems
- Implemented bar code tracking and implemented re-engineered material management processes including receipt, stocking, picking, packing and shipping to correct operational deficiencies

One of the largest providers of financial services, with more than \$3.2 trillion in assets

- Responsible for financial statement production, prospectus fulfillment, material inventory systems, telecommunication and back office service delivery to 3,000-person campus, 11 direct reports and 45 staff
- Member of Strategic Planning Team
- Doubled warehouse efficiency for retrieval of marketing literature by developing innovative queuing theory to optimize order input to fully automated robotic warehouse
- Achieved multi-million dollar savings by creating system to retrieve real-time financial performance data and printing fund prospectus materials on-demand, yielding 100% elimination of expired materials

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Dick Kane

Senior Executive

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Industry Lines

Medical Devices, Connected Health, Data Analytics, Manufacturing, Packaged Goods, Direct Marketing, Warehousing, Distribution, High-Tech, Financial Services, Education

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Direct marketing company with \$700 million dollars of annual revenue

- Responsible for information technology services supplied to external and internal customers
- Converted IBM big-iron shop to UNIX based client-server technology in order to create internal tools and external products, yielded savings in excess of \$1M
- Developed innovative system for sales quotes, product customization and delivery dates, driving customer satisfaction with delivery of better products in less time
- Partnered with HP and Siemens to develop technology for high volume production of individualized targeted direct marketing materials

Fortune 100, \$80 billion, worldwide packaged goods manufacturing company

- First to apply real-time process control to soap manufacturing systems
- Developed integrated information systems for manufacturing, quality control and accounting
- Senior member of team to convert 100 year old facility to straight-through manufacturing