



CONSULTING EXPERT RESUME

JOHN DI FRANCES, Managing Partner Strategic Innovation Consulting

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*Iconoclast, Highly Creative,
Independent Visionary Thinker,
Innovator, Strategist & Entrepreneur*

These are just a few of the words used by clients to describe me and the approaches I devise in seizing strategic opportunities and solving complex problems.

Today business moves too fast for incremental approaches. I focus on helping clients consistently create new strategic marketplace advantages resulting in high ROI breakthrough gains.

This will be the only path to sustainable profitability in the days ahead!

Consulting Specialties:

- ★ **Innovation** - Helping executive leaders create an organizational culture of systemic Innovation.
- ★ **Strategy** - Assisting executive leaders in creating breakthrough strategies for achieving marketplace advantage.
- ★ **Leadership** - Developing depth of Leadership within the organization by coaching/mentoring rising leaders.
- ★ **Organizational Culture** - Driving Innovation, Strategy and Leadership Development to create a vibrant, forward thinking, dynamic organizational culture where people fully engage, collaborate and thrive.
- ★ **Strategic Planning Facilitator** - Add non-stakeholder, broad industry, independent viewpoint infusing open innovation and validating strategies.

DYNAMIC CONSULTING RESULTS

Creating Sustainable Profitability Through Strategy & Open Innovation

Led Product Introduction of a new technology \$300K electronic gas measurement device and resolved an engineering design defect with a \$1 in-field fix.

Crisis Leadership for U.S. R&O operations center of a UK Aerospace & Defense company after uncovering employee fraud and parts substitution scheme of Safety Critical Primary Flight Controls. Grounded impacted aircraft only 48 hours, maintained FAA facility license and lost no clients despite the AOG impact.

Devised Creative Solution avoiding emergency shut-down of twin Canadian Petroleum/Petro Chemical plants during unusually cold winter.

Innovated New Designs resolving engineering problems of automated ammunition handling in next generation armored combat vehicles of the U.S. Army and Marine Corps.

Created Mobile Terminal Solution to avoid contract breach when major plant unexpectedly closed on short notice.

Opened Formerly Closed National Market for company to become supplier to the airlines.

Reduced Software Development Timeline for a start-up from over one year to six months.

Led Global \$10 Million Fraud Litigation spanning 30+ international jurisdictions - law firms, forensic accountants & investigators.

Obtained Rapid Reinstatement of improperly debarred federal contractor.

Professional Writing

Author of:

- ***Minding The Giraffes: The People Side of Innovation***
- ***Reclaiming the Ethical High Ground: Developing Organizations of Character***
- ***Jackbilt™ a Company: Of Happy, Successful People***
- ***Bids and Proposals in Electronic Contracting (Co-Authored)***
- **2016 Forthcoming book - *CEO's Guide to Strategic Planning***

Frequent author of articles on issues pertaining to open innovation, strategy and executive decision-making topics. Publications include: *The Financial Times (U.K.)*, *Dallas Morning News*, *The Performance Magazine*, *Government Contractor's Bulletin*, *Wells Fargo Business Advisor*, *Negotiator Magazine*, *Elite Meetings Magazine*, *Sales & Marketing Executive Report*, *Asset & Risk Management*, *Texas Technology*, *Contract Management*, *Money 'N Profits*, *Opportunity World*, *San Diego Union Tribune*, *PR Week*, *Smart Workplace Practices*, *BLR's HR e-Alert*, *Journal of Compensation & Benefits Management*, *Dartnell's Sales & Marketing Executive*, *Across the Board – The Conference Board*, *National Association of Homebuilders*, *National Association of Chemical Distributors*, *CitiBank Private Banking*, *Industry Week*, and many more. Also a often quoted interviewee by print and broadcast media.

CLIENTS

Highly experienced with Fortune 100, middle market and small corporations as well as start-ups across a broad array of industries including defense and aerospace, manufacturing, technology, services, pharmaceutical, distribution, healthcare, financial, insurance, and securities as well as serving government agencies and nonprofits. Clients have included: FMC, Textron, FHL (*United Kingdom*), U.S. Bank, Urdan Industries (*Israel*), Merck/Medco Pharmaceutical, U.S. Department of Defense, Sonceboz, S.A. (*Switzerland*), GE, Vista Controls Corporation, Aegis Services Ltd., Anheuser-Busch, Grumman, DuPont, Tech Epikos SRI (*Italy*), Kaman Aerospace, PPG Industries, Kraft Foods, the FBI, AOL Time Warner, General Services Administration, Scholastic Corporation, International Association of Accounting Firms, Nextel, Thrivent Financial, Insurance Accounting & Systems Association, Tulane University Law School and others.

CORPORATE EXPERIENCE

Director - New Markets, Project Development & Nationwide Distribution/Logistics

IFO, Inc. - 6 Years

Served as a member of the executive strategic planning committee for an independent middle market petroleum company (annual sales of over \$400 million across forty states).

Responsible for the analysis and development of new business opportunities as well as the implementation of long-range market development and penetration. Responsibilities also

included corporate transportation, distribution and logistics departments for rail, truck, marine, pipeline, and terminals (leased and owned). Included a private carrier trucking company and a fleet of 650 leased and owned railroad cars. Responsible for Teamsters' Union contract negotiations. Designed and managed the development of the first computerized 'real time' interline railroad car tracking system in the U.S..

Commodity Trading and Inland Marine

Garnac Corporation (Kansas City, New York City and Lusanne, Switzerland) - 4 Years
Responsibilities included commodity trading and inland marine transportation for this international commodity trading corporation.

CAREER ORGANIZATION MEMBERSHIPS & AFFILIATIONS

American Bar Association
National Speakers Association
Turnaround Management Association
Association of Certified Fraud Examiners
National Contract Management Association
American Defense Preparedness Association
Wisconsin Professional Speakers Association
National Defense Industrial Association
Association of the United States Army
Meeting Professionals International
The Professional Speakers Guild
United States Naval Institute

Gerson Lehrman Group – Expert
Faculty Member, National Contract Management Association
Certified - Premier Expert Network – Dunn & Bradstreet
Professional Management Consultant (PMC)

EDUCATION

Honors Graduate - University of Wisconsin
Business Administration Major /Economics Minor

SECURITY CLEARANCE

SECRET (currently inactive)
U.S. Department of Defense