

# **Lewis J. Woody**

48 Franklin Farm Rd.  
Fletcher, NC 28732  
828-215-7950

## **SUMMARY OF EXPERIENCE**

Mr. Woody has extensive experience working with clients in a wide variety of industries in twenty seven years of consulting and fifteen years in industry. His expertise has been developed in business analysis and project management in business operations improvement and information technology. He has participated in major change initiatives in mining, manufacturing, pharmaceuticals and chemical, telecommunications and utilities, insurance, and retail companies. He has also led and managed operational analysis, plant turnarounds, Railroad terminal operations productivity, manufacturing process improvements, IT operations effectiveness and system integration projects in telecommunications, office environments manufacturing, electric and gas utilities, and various other manufacturing companies.

## **INDUSTRIES SERVED**

- Aerospace & Defense
- Airport Authority
- Cement Manufacturer
- Chemicals and Pharmaceuticals
- Communications (Telephone & Cable TV)
- Education
- Federal Government (Federal Trade Commission)
- Insurance
- Health Care
- Hospitality
- Manufacturing
  - Automotive
  - Consumer Products
  - High Tech & Electronics
  - Industrial
  - Medical Devices
  - Office Environments
  - Textile
- Mining
  - Oil Sands
  - Nickel
  - Copper
  - Gold
- Pulp & Paper
- Railroad
- Retail
- State & Local Government
- Transportation (Rail & Trucking)

- Utility (Electric & Gas)

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### SELECTED ACCOMPLISHMENTS

- Managed Sales Effectiveness Project and developed target acquisition team selling process, individual target account selling process and account maintenance process to recover market share through acquisition of new accounts. Project met goal of increased sales through new customer accounts.
- Developed optimized inventory management process to manage \$100 million of parts inventory for a copper mine. Process was fully documented, trained and implemented, including dashboard and individual score cards. Attainment of cost savings was realized.
- Developed fleet management processes (61, 400 ton trucks) for oil-sand mining operation; supporting hot shift change process and continuous run lunch and break process. Processes yielded 20%+ truck operating time and tons improvement.
- Co-managed the design, development, and implementation of a large, *state Medicaid system* resulting in the first state to implement prepaid medical management for Medicaid. System utilized leading edge technology and development methodologies.
- Developed an IT strategy and five year plan for a major *electric utility* to improve the company's competitiveness through the use of technology, to reduce risk, and to reduce operating costs while providing more responsive service to the customers.
- Led the development of IT strategy for *large water utility* in Texas. Effort focused on improvement of delivery of information, state-of-the-art technology, and improved efficiencies of the staff.
- Performed various overview roles and 'expert' analyst roles for large metropolitan *natural gas company*. Provided technical assurance for implementation of new customer information system and quality assurance of major capital expenditures for technology.
- Conducted analytical study to qualify new technical solution for reading meters for a *major electric utility*. Project resulted in identifying significant savings for the client through the use of cellular telephone technology.
- Managed technical implementation team for state owned *electric generation* operation for the entire state of New York. Project required installation of local area networks, in state network, and approximately 1200 PC's and servers.

Additionally, significant modifications were required in the central data center functionality and operations.

- Provided Systems Programmer Support and Data Base Administration for *Major Cable TV Company* in multi-platform environment, including MVS, VSE, CICS mainframe environment, AS 400, and PC/LAN.
- Reengineered client service methodology for a leading *insurance* service provider, achieving significant improvements in client migration, conversion and service, resulting in increased revenues and lower costs to service an account. Also developed client's IT strategy and delivered significant savings from and IT effectiveness project.
- Led client Information Technology (IT) team for a *major chemical / pharmaceutical company* to reengineer its IT systems to support major reengineering in the manufacturing processes.
- Performed analysis for *research and publishing company* preceding divestiture of major division with locations in several states. Assessment included IT architecture, data separation, network requirements and project planning.
- Managed process-reengineering team for large *insurance* company. Project focused on processes included in e-business support and execution. Some of the processes included security, billing, policy inquiry, policy processing, etc.
- JD Edwards software implementation project for *manufacturing* client, our role was to develop the project plan, organize project teams, oversee team progress, and train team members in effective work techniques.
- Led analysis and project for *manufacturer of high tech* sensing equipment to streamline the order fulfillment and manufacturing processes. Project achieved significant reductions in order processing time, bad debt, accounts receivable, and returned goods.
- Consulting project manager for Fortune 100 *brewing company* to reengineer human resources and implement SAP. Project was comprised of approximately seventy-five people divided between reengineering and technical resources.
- Led the technology architecture definition, functional design, hardware and applications software selection, and pilot implementation of 100 convenience stores for a major *convenience store chain*. Facilitated several teams to include Information Technology Strategy, Back Office, and point-of-sale. Project resulted in stock price improvement of 150%.

- Managed mainframe data center for large textile manufacturing operation.
- For a major *telephone company*, led four IT Transformation teams responsible for LAN administration and desk top technology support, mid-range computing, computing asset management, and life-cycle methodology. Successful in delivering \$5,000,000 in annual savings for the client.
- Reorganized *world-wide hotel chain's* IT organization, developed plan for downsizing with minimal negative impact and developed and implemented plan for moving the data center to Atlanta.
- Developed IT Strategy; managed Data Center, Technical Support, and Production Control; and assisted in outsourcing of IT Function for *medical university* data services.
- Conducted initial analysis and managed project implementation for leading manufacturer of fiberglass yarns. Project resulted in over \$20 million savings in two plants
- Performed analysis and managed project implementation for electric motor manufacturing facility in Mexico. Project resulted in reduction of order cycle time from 7 days to one day and elimination of late orders.
- Conducted analysis for automotive OEM / aftermarket manufacturer with plants in US and Mexico. Analysis identified serious issues with production flow and material handling costs.
- Conducted Human Resource functional analysis and HRMS software evaluation and selection for *high-tech medical equipment manufacturer*. Primary focus was on managing a rapidly growing business and the increased need for human resource services.
- Conducted analysis and managed project for large *manufacturer* of document management equipment and systems. Analysis and project focused on assessing needs and benefits associated with increased focus on e-business. Additional analysis focus was the Order to Cash processes. Project spawned numerous business cases and projects that focus on future growth opportunities and cost savings.
- Conducted analysis and managed the development of system requirements, programming specifications and testing requirements for suite of tools for managing *railroad* assets, resources and infrastructure. Successfully extracted requirements, developed 'system' and specifications for programming in India and modification and testing at client facility.

- Led reengineering team for Fortune 100 *international chemical company* to redesign their inbound and outbound logistics resulting in processes requiring significantly fewer people while substantially improving productivity and reduced inventories.
- Managed development of major *insurance company* acquisitions, conversion and servicing methodology. Enabled client to grow their acquisitions and services business with a standard process and guide from identification of potential opportunities, acquisition of either services or purchase of blocks of policies. Resulted in reducing the time to market, conversion while minimizing issues.

## **EDUCATION**

Masters of Art, Economics and Business  
Bachelor of Technology (Honors)

Appalachian State University  
Appalachian State University

## **MILITARY**

US Navy, 1970 – 1974

## **REFERENCES**

Available upon request

## Lewis J. Woody

### EMPLOYMENT HISTORY

<u>Date</u>	<u>Last Title</u>	<u>Organization</u>
January 1996 - Present,	President	Transformation Solutions, Inc. 48 Franklin Farm Road Fletcher, NC 28732
November 1992- January 1996	Principal	Gemini Consulting 25 Airport Road Morristown, NJ 07960
June 1992- October 1992	Independent Consultant	(insurance industry)
January 1986 - June 1992	Sr. Manager	Deloitte & Touche (consulting) Suite 1800 100 Peachtree Street Atlanta, GA 30303
July 1981 - December 1985	Data Base Administrator/ Sys Programmer	COX Communications 1400 Lake Hearn Dr. Atlanta, Ga 30319
June 1980 - July 1981	Sr. Programmer Analysts	ITT Telecommunications Johnson City, TN
June 1978 - June 1980	Data Center Manager	Texfi Industries Greensboro, NC
August 1975 - June 1978	Computer Operator	Appalachian State University Boone, NC
June 1974 - May 1978	Student	Appalachian State University Boone, NC
September 1970 - June 1974	Data Processing Tech II	US Navy

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### **Personal Clients/Employers List**

Air Products  
AGY (Advanced Glass Yarns)  
Anheuser Busch, Inc.  
Appalachian State University  
Atlanta Gas Light Company  
Atrium Windows  
Babson Brothers, Inc.  
Bell South Telecommunications  
Bowater, Inc.  
Brooks Consulting Group  
Burlington Northern Santa Fe Railroad  
City of Plano, Texas  
CNA Insurance Company  
Computational Systems Inc. (Division of Emerson Electric)  
Contel/GTE  
Cox Communications  
CTI Molecular Imaging, Inc.  
Deloitte & Touche  
Donaldson Industries  
Duke Power  
East Tennessee State University  
Elliott Company  
Emerson Industrial Motors Division  
Entergy Corporation  
Essroc Cement Corp.  
Federal Trade Commission  
Fort Worth Water Department  
Galaxy Carpets  
GenAmerica Insurance Co.  
Georgia Tech  
GLIT/Micron  
Golden Star Mining  
Grady Hospital  
Herman Miller, Inc.  
Holiday Inns Worldwide  
ITT Telecommunications  
Kern County, California  
Kiser Permanente  
Liberty Life Insurance Company  
Mallinckrodt Chemical, Inc.  
Medical University of South Carolina  
Miami Dade County Airport  
National Convenience Stores (Stop n Go)

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**Personal Clients/Employers List (continued)**

New England Electric Company  
New York Power Authority  
Norfolk Southern Railroad  
Northrop Grumman  
Overhead Door Corporation  
Pitney Bowes, Inc.  
Propex Global  
Rail America  
Rio Tinto  
RJ Coreman Railroad Group  
Scott Banks Trucking Company  
South Carolina Electric and Gas (SCANA)  
Southern New England Telephone  
State of Arizona, Medicaid  
Syncrude  
Texfi Industries  
The Genie Company  
The Highland Consulting Group  
Trico  
United States Navy