

Gary Ryan Stroick

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Dance Accomplishments

Former 8-time undefeated USA Dance National Senior I Smooth Champion and Adult Smooth Finalist, 3-time USA Dance National Cabaret Champion, and 4-time undefeated USA Dance National Theater Arts Champion, 4-time undefeated North American Smooth Champion, as well as a finalist in most major USA Championships in the American Smooth style of DanceSport. In addition, he is a 3-time semi-finalist in the USA DanceSport Senior I International Standard. I was also the recipient of the prestigious Ballroom 1997 Feather Award for Best Amateur Smooth Dancer. Former USISTD Licentiate certified in Theater Arts and has been a Certified Scrutineer since 1998. He has been a member of USA Dance since 1991.

Executive Profile

Information technology (IT) executive experienced in aligning IT organizations with business strategies, managing IT operations, and directing application developments. Further experience includes negotiating commercial agreements, business process engineering, as well as the development of information technology strategic plans. Possesses strong operational, financial, business process, leadership, and strategic skills with a focus on the development and support of software applications.

Professional Experience

Off We Go Rocketry: St Louis Park, Minnesota 2010 - Present
Owner

Acquired high powered rocketry business and continued business operations including the re-establishment of supplier relationships, revised marketing materials as well as web site, and fostering of customer relationships.

Accenture: Richfield, Minnesota 2004 - 2009
Executive

Establishment of International Support Operations (Mexico, China, Turkey, and United Kingdom):

- Planned and led the training, staffing, and service introduction activities for the international support of an SAP solution used to enable our client's international business operations.

Managed improvements in IT costs, revenue increases, and contract terms:

- Reduced cost streams by managing contract, leasing, 3rd party staff augmentation and fulfillment channel activities in excess of \$350MM. Managed forecasting and budgeting processes associated with IT expense streams amounting to \$268MM. Maintained a flat or reduced budget over three years.
- Led software maintenance cost reduction effort resulting in annual savings of \$2MM in perpetuity. Led team to negotiate savings and cost avoidance of hardware, software, and services of over \$50MM in life cycle costs.
- Increased Alliance Services revenue from \$3.4MM to over \$7MM making it the leading unit in revenues globally for three consecutive years.

Best Buy Corporation: Richfield, Minnesota 1998 - 2004
IS Leader (Director) 2002 - 2004

Directed capacity management of various enterprise systems:

- Developed a multi-year mainframe capacity plan with investment alternatives including usage reduction to limit unrestrained growth. Plan resulted in improved resource utilization limiting both growth and spending.
- Led capacity and contingency planning for holiday readiness efforts. Resulted in no outages due to capacity issues during holidays.
- Drove performance improvements into the dot com multi-tiered infrastructure which resulted in a 50% (~\$1.4MM) avoidance of projected capital spending. Identified SAN space reductions of over 7 Terabytes.

Improved operations and holiday readiness of supply chain systems:

- Managed the optimization of nightly batch applications which culminated in 61% on time improvement and a 94% reduction in late time. Holiday availability improved from 58.66% to 94.51%.

- Established IT business processes and tools for the 24x7 monitoring and alerting of supply chain operations. Developed training and certification program to move to a sustainable off-shore model.
- Improved customer satisfaction by formulated business communication processes and tools for alerting business partners of problem situations and processing delays.

Product Capability Manager

1998 - 2002

Improved operations and enhanced profitability by managing the support and development of order management, inventory, warehouse management, and transportation systems which track over \$12B in products across more than 350 stores and 19 distribution centers.

- Managed the \$10MM development of an order management application that integrates point of sale systems with customer product ordering and scheduling of customer deliveries using intranet technologies. This application processes over \$2B in annual sales and was estimated to increase the corporation's net present value by \$4.6MM over five years excluding competitive advantages.
- Managing the maintenance and enhancement of order management and inventory systems including cycle counts, count correction, and physical inventory applications resulting in reduced downtime and increased efficiencies.
- Served as a member of task forces that defined the technical architecture for all future application development, developed a curriculum for retooling mainframe development staff into object developers, and architected systems integration plans during the acquisition of Musicland and FutureShop.

Personnel Decisions International: Minneapolis, Minnesota

1996 - 1998

A \$90MM organizational psychology consulting firm focused on personnel selection and development.

Business Project Manager

Managed information technology strategic planning, product conceptualization, software product development, and maintenance activities for two business units that produced 50% of the firm's revenues.

KPMG Peat Marwick: Minneapolis, Minnesota

1995 – 1996

Manager

Developed information technology strategic plans and conducted business process reengineering for middle market clients such as Rural Community Insurance Services, Select Comfort, Smead Manufacturing, and Carlson Wagonlit Travel.

Cap Gemini America: Minneapolis, Minnesota

1990 - 1995

Senior Manager

Led business process reengineering, enterprise resource planning selections, and client/server implementations for local clients such as Seagate, Midwest Systems, and the State of Minnesota. Managed technology personnel and provided technical sales support for local Cap Gemini branch office.

Strategic Technology Consulting: Minneapolis, Minnesota

1987 - 1990

Founder

Developed and delivered information technology solutions to regional businesses: 3M, IDS, and UNISYS.

Honeywell: Golden Valley, Minnesota

1983 - 1987

Principal Research Scientist

Managed software product development of advanced technology applications using object-oriented and expert system technologies.

Sperry: Minneapolis, Minnesota

1981 - 1983

Application Analyst

Designed intelligent defensive systems for use by US naval battlegroups in the 1990's and beyond.

Education

University of Minnesota Carlson School of Management
 Master of Business Administration - General Management
 (Beta Gamma Sigma Honor Society)

University of Wisconsin - Madison
 Master of Science - Computer Science
 Bachelor of Science - Computer Science and Mathematics

Resume Addendum

Seminars

- ICN - Negotiations: Power, Process and Principles
- ITIL - IT Service Management Foundation Certification
- Davis & Dean - Flight Simulation for Leaders
- RHR International - Performance Management: Coaching for Development
- Peter Senge – The Leadership Edge: New Models for Success
- Michigan State University – Process Mapping
- Fissure Compressed Growth – Project Management 101
- Personnel Decisions – Leadership Essentials
- Personnel Decisions – Selecting for Success

Publications

Two publications in refereed technology journals.

Extraprofessional Experience

- Association for the Advancement of Artificial Intelligence** 1988
 Local Arrangements Co-Chairman of National Conference
- Control Data Institute** 1987-1988
 Provided national seminars on advanced technologies and program development.
- University of Minnesota Adjunct Professor** 1984-1985
 Taught Artificial Intelligence classes for the Computer Science department.

Civic Associations

- USA DanceSport Director of Administrative Support and Senior Vice President (Appointed)** 2017-2018
 Responsible for the support and development of amateur dance in the United States.
- USA DanceSport Chapter Board Member (Elected)** 2015-2018
 Responsible for managing the affairs of the Minnesota Chapter #2011 in the Twin Cities area.
- Tripoli Minnesota Board Member (Elected)** 2008-Present
 Local representative organization for the advancement of High Powered Rocketry. President since 2014 and Vice President from 2010 through 2012.
- USA Dance Governing Council Member (Elected)** 1998-2006
 The United States Olympic Committee recognized Governing Body of DanceSport in the USA.

USA DanceSport Vice President (Elected)

1999-2006

Responsible for the support and development of amateur DanceSport in the United States and the interests of USA DanceSport with respect to national and international organizations.

USA DanceSport Chapter Board Member and Vice President (Elected)

1996-2002

Responsible for managing the affairs of the Minnesota Chapter #2011 in the Twin Cities area.