

JOHN FRANCIS

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VICE-PRESIDENT

Globally astute consulting principal with consistent history of increasing firm revenues. Able to drive results through leadership, subject matter expertise, and precise efficiency methodologies. Highly skilled at developing products and systems resulting in \$1MM to \$20MM in cost savings. Known for building two \$MM companies and establishing effective relationships with Fortune 500 clients.

Core Competencies:

- ♦ Rapid Business Growth
 - ♦ Change Management
 - ♦ Start-up Development
 - ♦ Large Staff / Team Management
 - ♦ Complex System Implementation
 - ♦ Product Lifecycle Mapping
 - ♦ Innovative
 - ♦ Agile
 - ♦ Precise
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PRESENTATIONS & PUBLICATIONS

Selected results from 46 instances since 1990 (career total of 66):

- *Developing Process Maturity in eCommerce*; Oakland University Technology Forum (2008)
 - *eProcurement Solutions Today*; Forum of Johnson Technology (2007)
 - Session Developer and Chair for Hot Topics at IFT (2007)
 - *Industry in Transition: The Complete Outsourced HR Guide*; Panel discussion at OpenWorld (2006)
 - Speaker for Bank Of America Technology Summit (2005)
 - *TC America's Distributed PC Technology*; Intel Technology Forum (2004)
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PROFESSIONAL EXPERIENCE

JOHNSON TECHNOLOGIES

Loveland, CO (2006 – Present)

Co-Founder & CEO

Established organization as leading producer of bifacial silicon solar cells and modules. Uses innovative business model based on technology licensing, progressive Sino-US equity joint ventures, and products commercialization. Performs strategic analysis to devise continued growth initiatives. Handles government relations for federal incentives. Structures financing using strategic forms of debt and equity economics.

Selected Results:

Government Relations	• Increased new business growth 15% by negotiating tax incentive program with state economic development offices.
Financial Posturing	• Managed all fund raising activities targeting: Corporate investors, venture capitalists, investment bankers, and private equity investors. Achieved 30% fund increase in 10 months.
Efficiency Analysis	• Closed Seed round (\$500k), a bridge round, and prepared prospectus for Series A round (\$20M).
	• Analyzed all business activities for maximum efficiency and quality. Reduced work hours by 20%.

GLOBAL TUBULAR WORKS

Boston, MA (1998 – 2006)

Global Operations Systems Manager (2003 – 2006)

Project Manager (1998 – 2003)

Coordinated engineering, procurement, construction, and installation for start-up of joint venture manufacturing facility in Argentina. Advanced to directing continuous improvement methodologies (Six Sigma) for North and Latin American operations. Continued to world-wide implementation and benchmarking for all 25 plants on all continents.

Selected Results:

Cost Reduction Strategies	<ul style="list-style-type: none">• Completed engineering, procurement, construction, and installation of international start-up manufacturing facility 40% under budget and on schedule.• Implemented and coordinated cost reduction initiatives that optimized profits and cash generation across Thermal Ceramics Global businesses. Used Six Sigma initiatives and Benchmarking best practices. Saved over \$15M in three years.
Innovative Compliance	<ul style="list-style-type: none">• Managed implementation of corporate certification, global manual, and EMS that met and exceeded ISO 9001:2000 and ISO 14001:1996 requirements.• Developed integrative rather than replacement methodologies for ISO initiatives to minimize financial implications and process disruptions during transition.
Worldwide Implementation	<ul style="list-style-type: none">• Developed corporate safety guidelines and training initiatives resulting in no lost time injuries in 2005.• Transferred best practices successfully across global sites.

EDUCATION

- **Wayne State University** (Detroit, MI): MBA, Business Administration
- **University of Michigan** (Ann Arbor, MI): BA, Business Information Systems

TECHNICAL SKILLS

SOFTWARE: Microsoft Office, Excel, All Microsoft OS, Microsoft Project, SQL, SharePoint

HARDWARE: IBM, Dell, Lenovo, HP

DATABASE: DB2, Teradata, Oracle, SQL Server

PROJECT MANAGEMENT SOFTWARE: CA Clarity PPM, Daptiv, Microsoft Office Project Server 2007, Microsoft Project, Primavera Project Planner

ANALYSIS: Provision, KnowledgeWare - Information Engineering Workbench

BOARD POSITIONS

- **Habitat for Humanity;** Loveland, CO (2004-2005)
- **Extreme Neighborhood Makeover;** Loveland, CO (2003-2004)
- **YMCA;** Boulder, CO (2003-2004)