Donald Reichard, MBA

MANAGING BUSINESS IMPACT WITH COMPLIANCE, TECHNOLOGY AND ANALYTICS

- Lead teams to win eight corporate Fortune 100 innovation awards, and create operational process efficiencies of $10 million dollars and co-managed new revenue pipeline of $100 hundred million dollars

- Introduced changes in Compliance with new European Union Privacy Laws, Predictive Analytics in Adverse Event Management and overall Vendor Resource management compliance management

- Architected SAP instances in various companies and countries from initial first installation through Upgrades, Integrations, M&E and Built Shared Service Teams Globally

- Managed workflows in Veeva, SalesForce Cloud Commercial and Procurement Back Office systems that tie into ERPs, processes, feedback loops and program changes savings thousands of working hours

- Planned success with comprehensive reviews of existing partnership contracts, complex analytics, feasibility studies, road maps, risk mitigation strategies, market studies, best practices and industry trends

EDUCATION

- **John Marshall Law School** - Domestic/International Business & Contract Law, Agency and International Trade
- **MBA in Information Science** - Baldwin Wallace College, Summa cum Laude (Berea, OH)
- **Bachelor of Science in Finance/Accounting** - University of Cincinnati (Cincinnati, OH)

ABBOTT LABORITORIES

BTS STP Project Manager/BRM – Procurement Global Spend Intelligence Program (Employee) Current
- Managing global program to centralize and automate Abbott Global Spend and Vertical reporting source data across 110+ ERP systems, improving data integrity and continuing to expand data use for Global Procurement
- Implemented new Scalable Global Procurement eSourcing Tool to align Abbott best practices in RFx functionality to improve Buyer options reducing Operational Cost and Time selecting suppliers – Regional to Global

Project Manager General Data Protection Regulation (GDPR) (EU) 2016/679 (Contract) 11/17- 05/18
- IT Inventory Coordination: Legal & IT application/mobile app owners to coordinate with enterprise/regional IT and business contacts for review/confirm compliance requirements
- Application Assessment/Remediation Coordination: Legal & IT and business teams to coordinate assessment of controls and coordinate remediation plans with IT and business owners

BRM Product Quality and Safety 10/15-08/16
- **Managed the Business and IT Teams from Planning through phased launches Regulatory Quality & Safety (RQS) Adverse Event Database, Internal and External Reporting and Predictive Analytics**
  - Across IT, RQS, Legal and Commercial Marketing/Sales Commercial Operations, SDLC
  - Agile manager strategy, security and finance risk/issues - budget a $1.3 million (on-time completion)
- **Managed POC to Increase Capacity for third party outsourcing of Adverse Event (AE) Data case reporting**
  - Managed both IT and Business teams to design tool and security issues for third party AE Reporting
  - SDLC and project management required tools/processes including feeds to SalesForce Cloud

BRM Global HCP/HCO Transparency Reporting SalesForce Integration 1/14-10/15
- **Created savings of $2 million annually** designing CRM model for FDA compliance database and reporting by combining US and 34 EFPIA countries into one process
- Executed Product Development Life Cycle Data Modeling of U.S. based data storage for sales organizations in U.S. and foreign affiliates processes, SOPs and training for both IT and Businesses personnel in each country

Commercial Operations SalesForce/Veeva, Sales & Marketing Management 9/13-1/14
- **BRM SalesForce Cloud Platform savings of $2mil** Best Practices Commercial Sales & Clinical Sales using iOS technology platform, expense tracking & reporting, events and credentialing
  - Reduced sales call prep times by 12 hours weekly through iOS cloud
  - SalesForce Apex & Veeva Vault Query language flows and design evaluation

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SalesForce BRM - Marketing, Promo and Clinical, PI Materials 9/13-1/14
- **Saved $2 million annually** by decreasing Promo & PI asset inventories by 30 truck loads
- Developed SalesForce/ iOS processes, automated analytics for -, Marketing, Promo and Commercial Operations
- Developed closed loop processes and automated analytics for SalesForce, Veeva, Marketing, Promo, Commercial Operations, Clinical sales and Ad Agency (APEX programming language)

BRM Commercial Operations Procurement and Analytics 9/13-1/14
- **EHS Award in Sustainability Creating $1 million annual savings & recaptured $500k working capital**
  - Formed a governance group with varying levels of sales reps for feedback in compensation changes
  - Downsized fleet inventory by reinventing sales fleet management process and expense procedures

SAP Program Manager CRM/SalesForce/ERP Commercial Operations Abbott/AbbVie Split 7/11-9/13
- **Backfill Senior Manager to build Commercial CRM processes,** capabilities, cost agreements, data tracings, EDI reporting and charge-back review processes 14 downstream interfacing with SalesForce Platform Commercial Sales & related systems no interruption of reporting critical government compliance, forecasting, samples, pricing, import/export processes and sales analytics. Redesign of testing plan saved $1 million.

Program Manager Specialty Channel Management Pharmacy Humira/Lupron 9/10-7/11
- **Managed IT effort adding $300mil to the Humira & Kaletra revenue pipeline and President's award winner in** marketing strategy in patient adherence retention periods and direct interaction
- Built compliance in Business, IT, and regulatory processes after the FDA made it a separate legal entity
- Created a process defining rules, processes and software for a nursing call center to interact with patients

Project Manager, Design and Architect Abbott Procurement "ShopIT" 08/08-09/10
- **Engaged by C-suite to design and build** a one-stop-shop Amazon like tool for employees to order IT tools
- **Co-managed delivery workstream** to have IT tool in hand from 2 weeks to 3 days also providing valuable IT hardware and software verticals insights eventually used by all 80,000 Abbott employees
- **Opened millions of dollars** in savings by aligning hardware, software and controlling licensing globally

Project Manager Commercial Operations Global Website Registration 08/08-09/10
- **Shared Services Business Unit Presidents Award** for designing a solution presented to the FDA in response to a warning letter.
  - Created the first comprehensive repository of Abbott owned customer facing web sites
  - Managed creation of new global application, SOP and processes, for centrally managing website content
  - Managed vendor to identify all Abbott direct and third party owned web-sites globally

SAP BRM Procurement Manufacturing Quality Analytics Development Product Life Cycle 8/08-09/10
- **3 Manufacturing Division Platinum Awards** in creating global standard methodologies for Class A quality GMP production monitoring of working data streams for data warehouse use of quality and integrated automation of:
  - Total Production Management (TPM) KPI compliance measures feeding SalesForce
  - C-TPAT identification, training and analytics along GMP quality points in the manufacturing process
  - Compliance with FDA CFR Title 21 Part 210, 211, and 11; FDA regulations, procedures, and policies

SAP Division BRM/Program Manager FICO Financial Module Replacement 6/07-8/08
- **Commercial Business Unit Presidents Award**
  - Created Abbott Corporate FP&A Finance compliance advisory committee
  - Introduced standardization footprint of Finance/Accounting ERP related organizational change, guidelines, SalesForce integration, workflows, processes, training methods & programs, SOP updates, and feedback loops in performance gains from process improvements

Alcan Aluminum, Inc. Medical Packaging Division   Chicago, IL - 13 Years

Manager Finance and SAP IT Back Office Shared Services (Employee)
- Domestic & International acquisitions compliance including conversion of full FP&A financials to standard ledger/Portfolio Management of SAP Programs, Supply Chain integration and import/export 1998-2006
- Manager Shared Services IT, Procurement and Finance Analytics, Production Plant re-alignment 2002-2006
- Financial FP&A Reporting, Planning, Forecasting & Analytics, SG&A Incentives Administrator 2001-2003
- Manufacturing Plant Manufacturing Product Cost & Payroll Accountant/IT Systems Administrator 1994-1997

ADDITIONAL SKILLS

- SalesForce Commercial Operations & IT CRM
- 9+ years Fortune 100 Executive Consulting Experience
- Architecting Data Warehousing & Common Platforms
- Domestic & International Acquisitions & Divestitures
- Risk Adjusted Net Present Value Portfolio Management
- 7 High Level Pharmaceutical Fortune 100 Awards
- BRM Fortune 100 Commercial IT SDLC & Development
- Standardized Commercial iOS Analytics & TPM KPIs
- Global ERP Risk Based Strategy & Execution
- Global Organizational Risk & Change Management
- Global IT Infrastructure, Security & Compliance
- Standardized Global Asset Management Processes

TECHNOLOGICAL PROFICIENCIES

ERP & Business	Quality & Regulatory	Technical IT
• SAP ERP technical & functional architecture (20+ yrs.), • SalesForce Cloud (6 yrs.), (APEX program language) • Microsoft Suite (20 yrs.), • Veeva, Veeva Vault (3 yrs.), • SharePoint (9 yrs.), • Model N CRM (3 yrs.), • iRep/Concur (5 yrs.) • HCIR Credentialing (2 yrs.)	• AEGIS Adverse Event Tracking (4 yrs), • LIMS Laboratory Information System (3 yrs), • POMS Compliance Product Operations Management (3 yrs.), • Informatica Data Integration (3 yrs.), • Report Studio (4 yrs), Packet Tracker (7years), • Documentum (3yrs), • QDMS	• TIBCO hub (7 yrs), • Virtual Server Farms (7 yrs), • Data Security (15+ yrs), • User Portals (9 yrs), • iOS (4 yrs), • Cognos (11 yrs), • SQL (7 yrs), • OLE (5 yrs), • Oracle (5 yrs)

Donald Reichard, MBA
Volunteer Experience

Scouts of America BSA
Various at the Pack, Troop, District and State Level
Dates volunteered: Aug 2012 – Present

- Troop Master, Troop 72 Libertyville (Budgetary)
- Troop Committee Member (Budgetary)
- Northeast Illinois District Unit Commissioner (Budgetary)
- NEIC District Executive (Budgetary)
- Highest Volunteer Award Instructor for Adult Leader
- District Councils on STEM and Activity Coordination

The mission of the Scouts of America is to prepare young people to make ethical and moral choices over their lifetimes by instilling in them the values of the Scout Oath and Law. Assist troop leaders in guiding Scouts through both the Scouting Curriculum and journey to Eagle Scout. Advise, mentor, assist in leadership, develop leadership traits in Scouts and counsel Scouts in their journey through both Scouting and personal future.

Treasurer Highland Middle School Families Association
Company Name Libertyville School District 70
Dates Volunteered May 2017 – May 2018
Cause: Education

Highland's close ties with the community and families of the school is exemplified through Highland's Family Association (HFA). Through service projects in classrooms to community connections through the HFA, Highland's commitment to connecting with community is prevalent. Highland Middle School's strengths and accomplishments illustrate our pledge to students and the Libertyville community.

Treasurer & Member Board of Directors
Carpentersville Beautification & Improvement NPO
Dates Volunteered Aug 2009 – Aug 2011
Cause: Economic Empowerment

Civic Projects to improve visually unsightly areas of the village through projects sponsored by area businesses.

Board Member Parks & Recreation (Budgetary)
Village of Carpentersville
Appointed Term: Aug 2007 – Jul 2009
Cause: Politics

Organized Civic plan and fund projects affecting use of common areas and parks for the betterment of the community and village residents.

1992-1994 Treasurer Cleveland Municipal Zoo

1986 – 1992 Treasurer Cincinnati Zoo and Botanical Gardens

Undergraduate Degree: Finance and Accounting, University of Cincinnati, Cincinnati, OH

Master's degree: Information Science, Baldwin-Wallace College, Berea, OH

- References Available upon Request -