

## **John C. Carrow**

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### **Leadership Summary**

A global Fortune 500 business leader with demonstrated General Management experiences in business creation, customer relationship building, turn around management, and enterprise transformation thru outsourcing. Has demonstrated success in building world class enterprise operations with high performance teams. A visionary who is innovative and collaborative in transformational roles and who performs with the highest of ethics.

### **Professional Experience**

#### **Carrow Consulting (2009- Current)**

*An affiliate of Work/Life Connection, LLC*

Provides expert advice on Business Strategy, IT Management and Outsourcing alternatives to both public and private sector executive clients. Supports investment decisions to the Venture Capital community on IT, Energy and Biotech futures/product commercialization. Keynote speaker on subjects of Innovation, Leadership, and Business Management as it applies to IT, Alternative Energy and Smart Grid technologies.

#### **UNISYS Corporation (2006-2009)**

##### **Senior Vice President, Strategic Client Development**

Unisys is a global \$6B Information Technology Company. As a senior leader of the executive team, I worked as a “trusted advisor” to key public and private sector clients in the top accounts of the company. Demonstrated to clients and prospects Unisys’ value by promoting innovative business solutions across all lines of business on a global basis. Collaborated with the Executive Committee, their leadership teams and the global sales force to achieve profitable revenue growth. Lead strategy and execution on large deals and critical proposals. In 2008 this activity resulted in \$400M, 5 year outsourcing deal and multiple new client engagements.

#### **UNISYS Corporation (1997-2006)**

##### **Vice President & Chief Information Officer**

Responsible for worldwide Information Technology across the \$6B enterprise consisting of 35,000 UNISYS employees; operating in 119 countries. Directs the centralized 650 person IT organization and manages the global IT budget of \$200M. Responsible for the strategic information technology direction for the diversified UNISYS global business.

- Revamped the UNISYS internal systems through the worldwide implementation of the Oracle ERP, PeopleSoft HR and Siebel CRM to achieve significantly reduced costs with Shared Service Operations in 5 regions of the world. Drove standard business processes for efficiency and effectiveness. Reduced the overall costs of IT by 40% annually.
- Restructured the IT organization into a high performance team which has been benchmarked by the Hackett Group (in 2004 and 2006) as world class in efficiency and effectiveness. Institutionalized the CoBit control framework across the IT organization to achieve a control environment that meets the Sarbanes Oxley compliance. Effectively outsourced non core IT activities and off shored certain functions for cost competitiveness,
- Achieved major cultural change in the company by implementing standard business processes and systems worldwide, supplemented with a strong training component. Provided key leadership in moving the business from a hardware intensive business to a service oriented business with an underlying infrastructure of systems and processes.

### **City of Philadelphia (1993-1997)**

#### **Chief Information Officer, Mayors Office of Information Services**

As the first CIO in the history of Philadelphia, established the strategic direction for the use of Information Technology across the diverse enterprise of 45 departments, 25,000 employees and a \$2.5B operating budget. Effected the infusion of high technology, productivity enhancing solutions to achieve increased revenues, lowered operating costs and improved services.

- Established the Mayors Office of Information Services (MOIS) as the Center for Information Technology leadership with auspices over the \$80M Information Technology budget. Developed the City of Philadelphia Strategic Information Technology Plan (1994-2000) to focus the direction of the city. Lead the 200 person IT organization and recast its image and performance as a leading city agency.
- Developed and operated the “City Net” fiber optic (WAN) telecommunication link for 6,300 on-line users in over 100 facilities using a variety of LANs. Negotiated new low-cost tariff rates with reduced the expense of old and new services.
- Created the citywide Technology Training Center which trained over 6,000 personnel annually in computer skills ranging from PC word-processing and spreadsheets to Certified Network Engineering and Project Management.

**General Electric Company (1989-1993)**  
**GE Aerospace, Valley Forge, PA**  
**Business Development Manager**

Business Development leader for a major GE component. Responsible for the generation of over \$800M in annual orders and the management of a \$25M research and development/proposal budget. Grew the business from \$650M to \$880M over 3 years while reducing marketing base costs by 15%.

- Developed and led the strategy to break into the Commercial Systems Integration Business which today accounts for over \$300M in sales. This business addressed the emerging Open System Client-Server market.
- Developed and established the “Price to Win” competitive analysis methodology and training program, which was deployed across the \$5B GE Aerospace Group. Integrated the Business Development operation of over 500 personnel across 5 major departments in domestic and international locations

**General Electric Company (1982-1988)**  
**GE Aerospace, King of Prussia, PA**  
**General Manager**

General Manager of a \$120M P &L center. Responsible for a 600 person multifunctional Information Systems business in 5 locations across the US. Major product lines were the systems development and integration of information technologies using sophisticated image processing and mapping technologies.

- Grew business base from start to \$90M yearly over a 3 year period
- Created cohesive team environment through effective hiring and strong communications skills
- Achieved sustained multimillion-dollar follow-on business through noted customer satisfaction.
- Initiated procedures for cost, schedule, technical and contractual management of new and on-going programs thereby improving profitability.

## **Prior Experience**

### **General Electric Company (1977-1982)**

A variety of solid functional assignments as software engineer, hardware engineer, systems engineer and project management in communications and information systems projects with a diverse set of customers in the US Intelligence Community.

### **US Army (1966-1977)**

A West Point graduate with Ranger and Airborne training. An Infantry leader with both troop and staff assignments in Europe, Asia and the US.

### **Professor in Computer Sciences (1977- 1980)**

Adjunct Professor for George Mason University, Fairfax, VA in computing courses for non computing Manager

## **Education**

<b>University of Illinois</b>	M.S. Electrical Engineering	1973
Champaign-Urbana, IL	M.S. Computer Science	1973
<b>United States Military Academy</b>	B.S. Engineering	1966
West Point, NY		

## **Special Achievements**

Volunteer of the Year by Philadelphia Eagles	2008
Union League Life Member	2007
LaSalle University IT Leadership Award	2005
Best Places to Work in IT (Computerworld)	2003-2004-2005
CIO 100 Award for Integration	2002
Information Week 500 Innovation Award	2001
Philadelphia IT Achievement Award	2000
UNISYS Excellence in Management Award	1999
Public Official of the Year (Governing Magazine)	1996
GE General Managers Award	1989
Recipient GE/CEO Award	1988

## **Board Participation**

Chairman of the Board for the American Red Cross Southeastern PA Chapter

Board Member Greater Philadelphia Chamber of Commerce

Villanova CIO Advisory Board

Penn State Abington IT Advisory Board

Board Member for the Philadelphia Theatre Company

Board Member Ben Franklin Technology Partners