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SUMMARY

IT Director with proven track record managing relationships between the business and IT. Delivers exceptional solutions by negotiating difficult trade-offs and building consensus. Extensive technical, managerial and relationship-building experience leveraged both globally and domestically. Excellent analytical, organizational, interpersonal and communication skills. Certified Lean Sigma Greenbelt with practical experience improving processes by eliminating non-value added activities.

PROFESSIONAL EXPERIENCE

ARROW ELECTRONICS, INC., Melville, NY

1995 - 2009

Director, Oracle Solution Development

2007 -2009

Integral member of core program team responsible for implementing "Unity", a single global instance of the Oracle e-Business Suite. Led RICE team for requests to enhance Oracle OOB functionality to meet company-specific needs. Managed relationship between Arrow and Oracle development organization.

- Saved \$1.2 million in development costs achieving a major win, by successfully negotiating with Oracle to include Arrow-specific requirements in their e-Business Suite base code.
- Reduced overall development costs by \$10+ million through implementation of an enhanced review process, which limited the number of extensions required beyond core Oracle functionality to one third the original estimates.

Director, Asia Pacific IT Account Manager

2004 -2007

IT Account Manager representing \$2+ billion Asia Pacific business unit. As liaison and single point of contact, worked directly with operating group president and staff to support business strategies.

- Maintained Asia Pac IT spend within budget by successfully managing entire project portfolio and tracking all impacts to budget, including allocations for previously capitalized projects. Allowed for accurate determination of remaining budget to be utilized for strategic initiatives.
- Improved planner performance 84% by applying Lean Sigma methodologies to identify and eliminate non-value added process steps. Enhanced and implemented existing North American forecast management system in Asia based on Future State Value Stream Map analysis.

IT Relationship Manager, Worldwide Supplier Marketing

2003 - 2004

IT Relationship Manager supporting Arrow's Worldwide Supplier Marketing Organization. Partnered with Worldwide Supplier Marketing Council to define strategic initiatives, improving Arrow's global Internet presence.

- Negotiated better terms and pricing with suppliers on design win parts by implementing worldwide design win reporting system that leveraged global breadth. System allowed aggregation and reporting on design win engagements and worldwide opportunities for the first time.
- Designed and developed Arrow's first global supplier line-card –the one definitive source for public line-card applications including Arrow.com and global reporting– all from the same logical database.

Director of Application Development

1998 - 2003

Reported directly to CIO, responsible for design, development and maintenance of applications specific to North American Computer Products division. Managed team of 14 developers and business analysts. Directly supported president of \$3 billion division by participating in senior staff meetings and traveling to business unit locations to meet with operating group heads.

- Won the 2001 President's Club Award for the successful conversion of \$1 billion commodity computer products business on time and under budget.
- Received the 2000 President's Club Award for leading the HP HiP conversion, a large-scale project in response to HP's change to fee-for-service distribution model.

ANTHEM ELECTRONICS (a division of Arrow Electronics), Melville, NY
IT Relationship Manager

1995 - 1998

Served as liaison between business unit and the Corporate IT group. Worked directly with president and senior staff to understand and document business requirements.

- Received a special commendation for successful implementation of new centralized, technology-based inventory management system. Centralization of purchasing for this business unit allowed for significant consolidation of staff and warehouse locations.

LEHMAN BROTHERS, New York, NY

1991 - 1995

Assistant Vice President, Application Development

Responsible for Master Security Data System, which fed all trading systems. Managed team of ten developers and consultants.

- Received Performance Award as team leader who enhanced Trade Management System upon acquisition of Shearson Lehman by Smith Barney. Enabled both companies to use the same software, and avoid the cost of maintaining two trading systems.
- Received Service Quality Award for design and implementation of Institutional Client Order Entry System, which allowed institutional clients to enter listed and OTC orders directly into enterprise trading system.

EDUCATION

Business Law Coursework - Suffolk Community College, Brentwood, NY
Liberal Arts Coursework - Nassau Community College, Garden City, NY

PROFESSIONAL DEVELOPMENT

Wharton Executive Education, University of Pennsylvania

- Building Relationships that Work
- Managing People - Power through Influence
- Managing Technology and Innovation

Darden Executive Education, University of Virginia

- Financial Management for Non-Financial Managers
- Power and Leadership

University of Tennessee

- Lean Enterprise and the Supply Chain
- Logistics & Operations in the Supply Chain

AWARDS

President Club Award, Arrow Electronics	2001, 2000
Performance Award, Lehman Brothers	1994
Service Quality Award, Lehman Brothers	1993