

5074 Millstone Way
Granite Bay CA 95746
Sept. 2, 2017

Dear San Juan Water District GM/ Board

Please accept this letter and resume as an application for the current opening on the San Juan Water District Board of Directors. I am currently a customer of the water district and live in the district. I have lived at my current address for over 10 years and have been a residential customer for that period. I have also availed myself of special services on several occasions including rebates for water saving irrigation and help finding and solving sprinkler water leaks.

I believe my skills, talents, and experience would be a welcome addition to the board. I have significant experience in business, solving complex business issues using my background in strategic planning, financial management, vendor negotiation and program/project management. I have worked for HP for over 30 years in a variety of business units and functions, and for the last 15 years been supporting top business executives in building business cases and recommending decisions that impact \$MM. I am a recognized problem solver within the HP CIO organization, often assigned to the more difficult business challenges due to my abilities to build partnerships with key players, and my ability to distill complex problems into strategic initiatives and tactical plans. I have deep financial management skills having been a manager in almost all the finance functions. I have experience in IT application and Infrastructure management. I build consensus by actively listening, distilling issues and integrating ideas into action plans. I believe those skills are valuable in working with the district's management team, as well as being a constructive board member. My education with degrees in Engineering and Business, along with my certification in Project Management provide a solid background for understanding the challenges and decisions required by the District and Board.

If look forward to discussing my experience and potential contributions I can make to the District. I would be willing to put you in touch with my references if they are of interest to you.

Regards,



Ken Cichocki

KEN CICHOCKI

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INFORMATION TECHNOLOGY SENIOR ACCOUNT MANAGER

Strategic Planning • Vendor Management • Financial Management • Organization Transformations

Successful, results oriented leader with deep experience in leading large, global IT organizations through significant challenges, cost reductions, and transformations. Experienced across multiple domains including Vendor Management, Financial Management, and IT infrastructure. Skilled across the entire value chain, from strategy and development to financial management to operations and support. Highly self-motivated, self-directed and team oriented with the ability to effectively lead, prioritize, and ensure execution in a high pressure environment.

- Global Vendor Management
- IT Strategy, Planning, and Metrics
- IT Operations Management
- Cross-Functional Program Leadership
- Cost Reduction and Change Management
- Budgeting, Expense and Capital Asset Management

PROFESSIONAL EXPERIENCE

HP, Inc., Roseville, CA

2016 – Present

Senior Account Manager, IT Vendor Management Office

- Strategy and Planning: Launched Vendor Management Office including development of strategic and tactical plans, organizational model, and cross-functional governance model.
- Cost Savings: Achieved savings of over 10% through financial analysis and negotiations (\$21M of the total software budget for FY16).
- Vendor Strategy and Relationship Management: Developed vendor strategy for key categories and managed relationships with strategic vendors. Conducted Software Vendor Forums and facilitated performance, risk, and transition management for key vendors.
- Governance: Established cross-functional process ownership, financial management, value capture program, and software asset and license management proof of concept. Collaborated with key partners including IT business units, Global Procurement, Engineering and Architecture, and HP Businesses.
- Vendor Reporting and Analytics: Implemented analysis, metrics, and dashboards for executive decision making.

Hewlett-Packard Company, Roseville, CA

Senior Account Manager, IT Vendor Management Office

2015 – 2016

- HP, Inc. / Hewlett-Packard Enterprises Separation: Led all Vendor Management programs for the legal separation of the two entities. These activities were in partnership with Finance, Global Procurement, and IT business units encompassing over 600 vendors valued at over \$1B annually.
- Cost Savings: Reduced software costs by \$12M in only 6 months by focusing on and negotiating with top tier vendors.
- Vendor Portfolio Management: Improved the quality and value of IT products and services through increased vendor partnerships.

Chief of Staff and Account Manager, IT Infrastructure Vendor Management Office

2014 – 2015

- Organization Design and Governance: Implemented organizational models, governance, and performance management based on state-of-the-art vendor management methodologies.
- Vendor Portfolio Management: Analyzed and assigned 617 IT vendors into 4 categories: Strategic, Emerging, Legacy, and Tactical. Implemented strategic plans for each category.
- Cost Savings: Developed value capture plans for the \$1,065M vendor spend to achieve savings of over \$7.5M in FY15, avoid additional costs, and increase vendor functionality.

Service Manager / Chief of Staff, IT Infrastructure End User Services

2008 – 2014

- Strategic and Operations Management: Led strategic planning, workforce and budget management, recruiting, and operations management for all end user services and applications for HP's global workforce. Scope of End User Services environment: \$600M annual budget serving 350,000 employees with over 425,000 hp.com mailboxes.
- Engineer to Zero: Reduced the incidents and problem resolution cycle times from three weeks to one day as a result of automated publication of daily control charts for 16 services.
- Financial Management: Drove financial forecasting and expense review for \$14M annual budget. Facilitated 5% headcount growth while maintaining flat expenses by leveraging offshore headcount.
- Mergers and Acquisitions: Successfully on-boarded multiple acquisitions for all services with no major problems or service level impact. EDS merger integrated over 100,000 employees impacting all aspects of end user IT processes and services.

ADDITIONAL RELEVANT HEWLETT-PACKARD EXPERIENCE

Chief of Staff, IT Application Middleware	2006-2008
Supply Chain Processes / Business Operations Manager	2003-2005
Financial Operations Manager, HP Operations North America	1999-2003
Project Manager, Roseville Site Organization	1998-1999
Financial Operations Manager, Roseville Site Organization	1997-1998
Financial Analyst and General Accounting Supervisor Positions	1984-1997

EDUCATION AND DEVELOPMENT

MBA, Krannert Graduate School of Business, Purdue University, West Lafayette, IN
BS in Industrial Engineering, State University of New York, Buffalo, NY
Project Management Professional (PMP) Certified, Project Management Institute
Information Technology Information Lifecycle (ITIL) Certified

VOLUNTEER LEADERSHIP

Director of Fields, Granite Bay Youth Soccer Football Club
Mission Committee, St. Augustine Episcopal Church
Living Water International, Haiti Missions