

Executive Summary of **Richard M. Jerothe** Frequently Asked Questions

Objective:

The following six areas (or FAQ sheet) provide insight to my background. The information below typically can not be depicted in a resume. Consider the FAQ sheet as a supplement to my resume; providing a better sense of my vision, style and direction in written format for your review.

1. Why you're looking at a new career opportunity

I was very successful with the previous role that I held as Director of Enterprise Infrastructure. The North Shore-LIJ organization provided a venue that has allowed me to continue with my career goals while challenging my skills.

The initial reason to seek a new challenge was two fold. First was the desire to diversify my career background. With my roots starting in consulting, I expect to return to that forum in the future. My career path is to gain knowledge in several industries gaining a stronger understanding of the business issues that surround each industry thereby increasing my value as a consultant. Secondly, in my recent Healthcare role, I wished to shorten my commute. Being 85 miles from the office typically translated to a two hour average commute each way.

In the beginning of 2004 I resigned my promotion as Chief of Technology with North Shore-LIJ and pursued an opportunity within Pharmaceuticals. Unfortunately, the expectations set for the position did not work out as agreed. I felt it best to stay on track with my career objectives and seek alternatives.

2. Where your strengths lie (technology, leadership, management).

Since my resume should provide you with some examples of where my strengths lie, I wanted to answer this from a high level in hopes of giving you a feel of my personal underlying drivers which guide me through my career.

If there is one word that best summarizes where my overall strengths come from it would be *passion*. I believe that an individual's strengths are a function of the passion that they have for something. The more interest and drive one has in a field, the more knowledge and experience one gains. Technology in general has been a deep seeded passion of mine since I was young and continues to be integral to my core experience as I gain knowledge and competency in the field.

Technology is not only my business; it is my hobby as well. Understanding how things work and how they can be applied to a problem is a core value that is the basis for many of the specific traits that I have acquired. With that being said, my highest strength would be in understanding technology and having the experience and expertise to apply it to meet a business need.

Secondly, I come from a background of teaching and have a strong desire to pass on what I have learned to others. This fundamental trait guides my leadership principles allowing me to act as a mentor to others helping to develop skill sets and expertise. Providing career guidance while sharing past experiences with subordinates in hopes that they will excel in what they do is very enjoyable to me. There is much gratification in watching someone apply what you have taught them and then observing them grow over time. This type of style along with my experiences helps to gain respect of the people that work for me and provides for strong leadership.

Finally, dissimilar to leadership, I believe management skills require a stronger hand. I have been told by others that I am an aggressive manager, but one that is fair. I feel this is a reasonable observation.

Good management is achieved by setting expectations up front, providing the proper guidance along the way to meet expectations and of course, successful delivery. I provide an open forum to debate issues and achieve a consensus on a direction. I have high expectations from all that I am involved with, from vendors, to subordinates, and peers. Identifying the tasks at hand, setting goals and managing expectations are tactics which require constant attention to ensure success.

In each position of my career, I have had the opportunity to be involved with most host systems that are in use today (as well as some no longer around). From Intel based platforms, mid-range Unix, to 390's, my general understanding of most platforms enables me to make educated decisions on effective implementation and management.

Lastly, I consider myself more technically oriented than most peers at my level. My strong knowledge in networks, systems, excellent PC capabilities and overall understanding of technology in general helps to keep my line managers "*honest*".

3. Technical operations experience. (Budgets, locations, staff, logistics, contracts, etc.)

My operational experience has grown extensively over time. Although I consider myself a technologist first, proper operational systems management is the most important part of deploying and maintaining an effective technology. I have excellent experience in this as well.

Although budget processes have varied from organization to organization, the end result has always been the same. That is, maximize the investment and minimize expenses. As part of my management style, the constant reminder to the staff to consider budget implications and return on investment happens throughout the fiscal year. If this is implemented properly, the normal budget process that occurs can be

much less *painful* and more efficiently delivered when needed. I have had budgetary responsibility exceeding \$27M annually.

In relation to locations, I have been involved with the design and relocation of three data centers over my career. This has provided me with an excellent working knowledge of all aspects of operations, inclusive but not limited to power distribution, environmental, security, communications and disaster recovery. I have been involved with infrastructures that had as little as one location to my current role where the infrastructure encompasses forty-seven facilities. While at ABB, I also gained experience with facilities that spanned international locations as well.

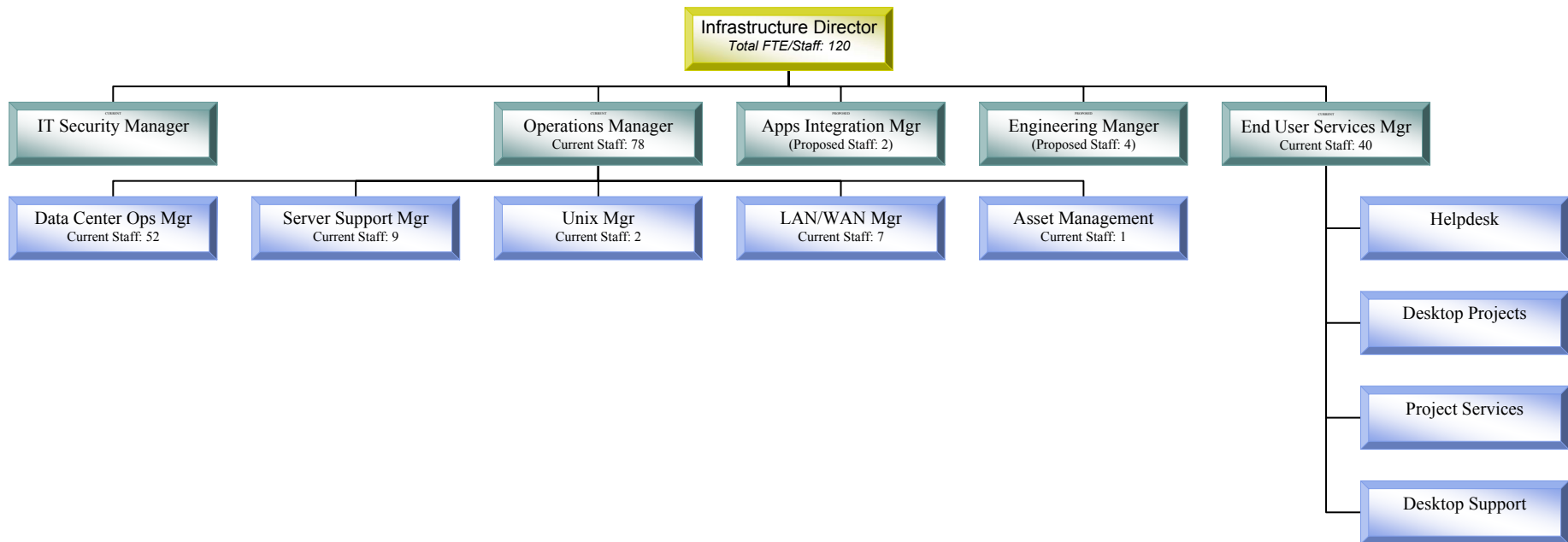
Proper organization of staff is the key to the success in maintaining the systems in which you are responsible for. I personally have had experience in matrix management environments as well as traditional hierarchical environments and can work effectively in all depending on the culture of the organization. Additionally, I have had experience in large outsourcing arrangements providing for an effective understanding of what works for organizations.

Building vendor relationships and negotiating contracts can be considered one of my major strengths. This is probably due to the fact that I enjoy it so much. I have an uncanny way of maximizing value from vendors and ensuring the organization receives the most from the deal. Although I can be very aggressive in the area, the results usually tend to lead to long term relationships where the risk is shared.

4. Number of direct reports (currently) and what they make up of that group is. For instance, all LAN admins, security, data center engineers, etc.

Overview:

The North Shore-LIJ organization was engaged in a large outsourcing agreement. Reporting directly to CIO, I was responsible for all Infrastructure related technologies and the operations of those technologies. I had three direct reports with plans to restructure the staff as indicated below. There were 119 within the infrastructure department that were within my management responsibility. As displayed, there was an outsourced infrastructure manager and end user support manager that reported directly to me. However, I had extensive daily involvement with each of the line managers within the specific disciplines:



5. Current and desired compensation

First and foremost, I'm interested in focusing on the value that I can bring to a company as well as ensuring a proper career fit for myself. This comes above salary since meeting the above criteria will ensure a steady and prosperous compensation.

6. Willingness to relocate and any personal reasons along with that.

As you can see from the resume, relocation is not an issue. We have recently moved to the Goshen, New York area. However, if relocation is required, my wife and I are willing and able to do so efficiently.