

Lance J. Kerwin

“Proven Leader with awesome communication and problem solving skills. Enthusiasm, desire to succeed and exceptional work ethic are driving values. Brings out the best in others. Finding cures for rare disease.”



Husband and father of four, talented professional, and former Deputy Executive Director and CIO, with a Bachelor’s and Master’s Degree in Management Information Systems. Servant-leader’s heart with a desire to create and cultivate relationships through building and delivering services. Lance is a quick learner and effective problem solver focused on applying techniques in developing solutions to meet customer’s needs. Twenty-two years of proven experience delivering solutions applying various development methodologies and following PMBOK practices. As an executive director, responsible for building teams and implementing enterprise project management office focused on solving difficult problems and exceeding customer expectations. Lance has a strong delivery mindset and a natural gift for creating value as a trusted advisor to clients. During a 28 month period, Lance excelled in pursuing and winning 16 deals totaling \$8.3 million.

Core Expertise includes:

- Software Design & Implementation/Integration
- Systems Development Life Cycle (SDLC)
- Business Analysis & Requirements Gathering
- Executive Leadership Coaching
- Process & Performance Improvement
- Project Scope & Management
- Team Building and Communication
- Building, Coaching and Mentoring Teams

Career Snapshot

ERNST & YOUNG, LLP

March 2016 to present

Consultant – Senior Manager

Focused on winning in the market and expanding footprint into Tallahassee Market place. In the past 120 days have closed six deals for approximately \$1.2 million dollars. Lance is focused on enhancing Cyber Security service offering and supporting Florida’s efforts to transform antiquated legacy systems into modern day technology platforms. Lance also applies his leadership knowledge and experience with customer agencies to build Legislative Budget Requests for appropriations to solve the problem of the day. Lance’s 28 month metrics (i.e. spanning both KPMG and EY) include approximately 16 deals for \$8.3 million dollars across the State of Florida marketplace.

KPMG, LLP

April 2013 to March 2016

Consultant - Manager

Supported several big wins for local office including Department of Management Services - HR Business Process Outsourcing Business Case Study, Department of Financial Services, - Office of Financial

Regulation banking system transformation, and Agency for State Technology – cyber security and open data initiatives. Additionally, delivered feasibility studies for:

- the Department of Children and Families usage of SMS texting as a Hotline Call Center service;
- the Division of Retirement modernization of the IRIS technology platform;
- the OFR REAL banking system transformation; and,
- the Department of Management Services-HR BPO Business to develop technology options for their ERP platform.

Activities on all engagements include leading the risk assessment, contributing knowledge and experience of implementing and maintaining large scale information systems, facilitating JAD sessions, developing and managing project plans, and communicating status to key stakeholders. During a twelve month period, Lance's contributions include expanding the State of Florida account by \$6 million over six state agencies. During this time frame, Lance was also a key contributor a major entertainment company. The account team along with his contributions were recognized through a 12 month, \$1.3 million dollar extension.

Lance received ***national recognition*** as one of top ***mentors*** for KPMG in 2015 demonstrating his desire to help others meet their professional goals. As a coach and leader, Lance is able to influence others, build effective teams, and deliver high-quality services to clients.

OFFICE OF EARLY LEARNING, STATE OF FLORIDA

Sept. 2010 to April 2013

Deputy Director and CIO, Strategic Initiatives

Successfully directed migration of \$1.1 billion dollar operation from one agency to another within 120 days of Legislative mandate. Directly responsible for leading a \$25 million dollar troubled information technology project to a successful restart. Implemented Enterprise Project Management Office and directed efforts to implement a project based and matrix approach to sharing resources and solving problems. Applied expertise in software development methodologies by implementing best practices within EPMO.

CCLA, TALLAHASSEE COMMUNITY COLLEGE

April 2009 to Sept. 2010

Applications Manager

Championed EPMO practices and retooled applications team to develop solutions on .NET platform. Migrated applications from classic ASP to .NET platform. Formulated long-term vision and strategies to incorporate latest technologies into service delivery model. Played a key decision making role on various steering councils designed to ensure organization was providing services exceeding customer's expectations.

FRINGE BENEFITS MANAGEMENT COMPANY

March 2008 to April 2009

Project Manager

Directed remote team of developers to create a new platform to deliver cost reimbursement to customers using FSA benefit. Focused time developing and improving practices of capturing requirements and implementing into solution. Created an Agile approach to software development and applied PMBOK concepts to development lifecycle. The business analysts resided in the States and the developers were located in India. Applied "follow the sun" practices to achieve maximum efficiencies in effort to build solution.

ELIS REQUIREMENTS, UNIVERSITY OF NORTH FLORIDA

December 2006 to March 2008

Project Manager

Created and directed team of business analysts and solution architects to capture requirements across 31 statewide coalitions. Collaborated with key stakeholders to develop “as is” and “to be” business models. Championed business case to procure and manage vendor to a successful completion of the requirements phase for ELIS and positioned the State to request appropriations for the build phase of the solution.

DEPARTMENT OF HEALTH, TALLAHASSEE COMMUNITY COLLEGE

February 2006 to December 2006

IT Consultant

Directed organization to build web platform that supported communities of practice among researchers searching for cures to cancer. The State of Florida invested dollars to support the need for collective group problem solving and my role was to create and execute the technology platform to support the vision. Worked intimately with executives and users to capture requirements and deliver solutions.

STATE DISBURSEMENT UNIT, AFFILIATED COMPUTER SERVICES - XEROX

July 2003 to February 2006

Systems Manager

Championed and delivered services to support \$1.1 billion dollar child support system. Improved efficiencies in operations and eliminated error rates by implementing quality standards and consistently meeting service level agreements on daily transmissions of financial transactions. Supported the network, automated voice response system, and application platforms (Windows and Unix). Replaced the check disbursement solution resulting in \$600K in savings. Directed efforts to increase EFT by 35% in 6 month period.

SKILLNET, TALLAHASSEE COMMUNITY COLLEGE

October 1999 to July 2003

Director of Technology

Created a Learning Management System for the State of Florida, Florida Department of Children and Families. Developed proposal and sold the concept by building a business case and working with statewide partners to fund the solution. Built the team and saved the State of Florida \$1.2 million dollars by implementing a cloud platform that support a SAAS concept. DCF field workers used the application to develop skills and capture opportunities for growth. The second release of the application included a CBT component that was used to certified field workers. SkillNet was one of the first web applications to be successfully implemented in the State. Other States were interested in learning about our success story and showed a desire to invest in a partnership.

INTEGRATED SYSTEMS, INFORMATION SYSTEMS OF FLORIDA

March 1998 to October 1999

Consultant

Facilitated over 300 JAD sessions in 9 month period with customers to capture business needs and requirements. Directed resources in Requirements Gathering phase of SDLC and worked on proposal to win the Design and Build engagement of the next phase of business. Created and managed the applications team responsible for delivering the solution. Directed the team in creating technical specifications, test cases, and change requests.

ECKERD DRUGS, IBM GLOBAL SERVICES

July 1997 to February 1998

Conversion Programmer

Developed JCL and COBOL programs to convert over 1 million payroll records to support SAP implementation. Led the mapping process and design strategies for converting data from flat file structures (VSAM) to a relation database platform in PeopleSoft.

CAP GEMINI AMERICA

February 1997 to July 1997

Consultant

Supported efforts to create proposal for \$3 million dollar engagement to create calling cards for customer. Directed team of business analysts from France to create requirements and design the solution. Created project plans and applied estimated tools per ISO 9000 standards within the CAP Gemini culture. Worked with team in France applying “follow the sun” techniques to maximize the time zone difference. Worked with clients to train customer on principles of database design.

BEST, INFORMATION SYSTEMS OF FLORIDA

April 1994 to January 1997

Programmer Analyst/Consultant

Wrote batch programs in COBOL to support licensing practice at the Department of Business and Professional Regulations. Developed online programs using CSP and modified CICS code to meet requirements. Worked with testers to remediate deficiencies in code and supported change management team in capturing enhancements to the system. During this time, I created an internal training program to onboard new employees to the company. Received multiple awards in leadership and positive attitude.

Education and Skills

Florida State University

BS, MIS and Marketing 1994

MS, MIS 2008 (GPA 3.98)

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| <input type="checkbox"/> VB.Net | <input type="checkbox"/> Data modeling |
| <input type="checkbox"/> Javascript | <input type="checkbox"/> Application Design techniques |
| <input type="checkbox"/> COBOL | <input type="checkbox"/> Strong written and verbal communication |
| <input type="checkbox"/> Relational Databases (DB2, SQL Server, MySQL, Informix) | <input type="checkbox"/> Coaching, mentoring, teaching |

Personal Purpose

Lance transitioned from public service at the State of Florida, Office of Early Learning in April 2013 back into the commercial sector where he started his career in 1994. Immediately after joining KPMG, Lance and his family faced adversity when his daughter was diagnosed with a very rare, left threatening disease with no cure. During this journey, Lance has used his passion for sports and coaching competitive soccer to tell his daughter’s story. He is certain that his talents, skills as a seasoned professional, experiences as a technology professional, and passion for helping others can be used to accelerate a path to a cure for his daughter. Google “Amazing Grace Kerwin” to get a small taste of how he is using sports to build a bridge to a cure.

Teaching Experience

Through the years, Lance has had several opportunities to build experience in delivering content. While completing his MS in MIS at Florida State University from 2006-2008, Lance accepted the opportunity to teach several sessions that extended until August 2009. The courses include:

- ISM5315: Project Management (mentoring and grading papers)
- ISM5327: Corporate Information Security (mentoring and grading papers)
- ISM3003: Foundations in Business Systems (adjunct professor)
- Additionally, Lance was an adjunct at Tallahassee Community College from April 2010 through April 2013. He taught several sessions of COP2822: Scripting for the Web and COP2332: Visual Basic .NET.

When Lance joined KPMG in April 2013, he had to walk away from teaching at the college level due to independence requirements of working multiple jobs while at a Big 4 firm. Lance was able to keep add to his teaching experience (e.g. build content, deliver content, mentor students/employees, coach and provide feedback) through the following opportunities:

- September 2014: Spoke to MIS association at FSU with KPMG discussing careers at KPMG and interacting with students to answer questions
- January 2015: Spoke to MIS association at University of Florida discussing careers at KPMG and interacting with students to answer questions
- July 2015: created KPMG content on "Identifying and Pursuing Opportunities for the State of Florida" and delivered to account team
- October 2015: facilitated Cyber Security forum for the Florida Government Technology conference
- November 2015: Led KPMG student group on creating and delivering content during "KPMG Verbal Communications: Story Telling" workshop
- December 2016: Gave a public "CureJDM" talk at Tarpon Springs High School on Dec 9 <https://www.youtube.com/watch?v=cAWqbjwTzlc>
- December 2009 through current: as a volunteer girls soccer coach at Leon High School, my role as coaching advisor is to create lesson plans on defending and attacking to be delivered to the team in a classroom, and then apply lessons learned during on field practice sessions. I mentor players and help them to learn the system the that head coach implements

In Lance's role as a State of Florida executive, Lance would lead presentations in public settings with the House of Representatives and the Senate to discuss a large CRM/ERP implementation. Lance was responsible for leading the development of the presentation and delivering the content verbally in front of Representatives and Senators.