

ANGELO INCORVAIA

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CHIEF INFORMATION OFFICER PMI-PMP • Master Six Sigma Belt Black

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Accomplished IT strategist and recognized technology thought leader skilled in leveraging IT to drive top and bottom-line results. Adept at executing and managing large-scale change initiatives and aligning IT innovation with strategic business objectives for Fortune 100 multinationals. Superior team-building skills illustrated through market-verifiable record of leading high-performing and award-winning teams. Financial services industry expertise underpinned with solid knowledge of regulatory reporting and compliance (e.g., SOX, Basel II).

~ Competencies ~

- Strategic Planning & Execution • Business Process Management • Information Security • IT Governance • Value-add & Long-term Solutions • Standards & Metrics • Continuous Performance Improvement • Multimillion-dollar Budgeting • Enterprise Architecture • Cost Reduction & Control • Offshoring • ITIL • Cobit • CMMI • ISO
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CAREER SYNOPSIS

TD BANK

July 2014 to Present

U.S. CORE BANKING CHIEF PORTFOLIO ARCHITECT

Responsible for the U.S. Bank's Core Banking Portfolio that is primarily comprised of the Fidelity Information Services (FIS) Core Banking Suite along with over twelve-hundred business applications.

- Leading a team of 40 solution architects responsible for a project portfolio of over 50 projects with a capital budget of \$228MM.
- Developed the long-term Strategy and Roadmap for the Core Banking Portfolio that will be executed over the next 3 to 5 years projecting to save the bank close to \$600MM.
- Led a key strategic initiative to develop cloud-based infrastructure to provide Infrastructure-as-a-Service and Platform-as-a-Service. As a result, product delivery time-to-market was reduced by 45% over a 2-year period.

COMPUTER MANAGEMENT GROUP (CMG)

2013 to 2014

MANAGING DIRECTOR

Personally recruited by the company founder to develop and manage the Financial Services Practice.

- Responsible for key practice areas across Financial Services that include; Core Banking Rationalization & Modernization, System Integration, Data & Business Analytics, Risk & Compliance, Financial Control, Business Process Re-engineering, Infrastructure, Enterprise Architecture, Quality Assurance & Testing. In a short time drove revenue to \$12MM.
- Developed a data strategy for several key Financial Institutions.
- Developed a Testing Center of Excellence for a government agency that resulted in significant cost reductions within 90 Days.
- Relocated a data center for an International Bank that resulted in reducing the infrastructure footprint by over 50%.

BANK LEUMI, USA

2007 to 2013

SENIOR VP & HEAD OF INFORMATION TECHNOLOGY / CIO

Reported to the CEO with P&L responsibility for an annual budget of over \$40 million. Managed a staff of over 90 technologists. Indirectly managed operations staff of over 100 on various initiatives that crossed, loan operations and originations, funds transfer, AML & BSA support, credit risk, item processing and core banking products.

Business Steering Committee and Board of Directors Technology Steering Committee Member.

- Responsible for the Business and Information Technology strategy that resulted in the replacement of the key technology platforms and consolidation of data centers.
- Led a multi-year technology renewal program comprised of several major projects that included: a total infrastructure refresh, a replacement of the core banking platform, the implementation of the Oracle Financial Services Suite that replaced the existing general ledger and that resulted in the implementation of a data warehouse/information delivery processor along with the implementation of an Enterprise Wide Architecture.
- Relocated the firm's primary and backup data centers from an in-house facility to a tier one co-location provider. As a result of this project, **annual data center expenses have been reduced by \$200K.**
- Responsible for the Business Continuity Program across Operations, Technology and all lines of businesses. Implemented the capability for bank employees to perform their job function from any location through virtual desktop and unified communication technologies.
- Negotiated a multi-year, multi-million dollar contract with the firm's primary third party IT service provider (Fidelity Information Services, providers of the Systematics core banking suite).. As a result of these negotiations, the firm realized a **cost savings over the original agreement of 30%.** Additionally, the third party service provider now provides new IT services and has improved delivery against existing service level agreements.
- Over three years **reduced the IT operation budget by over 60%** along with improved operational efficiencies. These operational efficiencies were realized by re-engineering key operational processes in the back-office that included streamlining general ledger account reconciliation and wire transfer processing.
- Delivered a new Cash Management and Internet Banking platform. This new platform provides the firm's sales force with a robust product offering for commercial and private wealth management clients. **The client base has increased by 55% within twelve months due to this new capability.**
- Implemented IT governance policies and procedures that resulted in **improved audit ratings.**
- Implemented a "Know-Your-Customer" program across the firm. Developed and enhanced the account opening platform to capture key customer information. Worked closely with the Chief Compliance Officer to develop appropriate approval procedures and controls.

LIBERTY MUTUAL INSURANCE GROUP

2006 to 2007

ENTERPRISE TECHNOLOGY OFFICER / CTO

Reported directly to Global CTO; managed enterprise architects, software engineers and 100+ indirect reports. Full P&L management of \$20+ million Enterprise Architecture and Infrastructure operating budget and \$85 million capital budget.

Technical Architecture Standards Committee and Technology Steering Committee Member.

- In collaboration with senior business leaders, directed business plan development, incubation and launch of strategic Hosting Services Business Division offering a suite of technology services to various business units. Strategy improved efficiencies and effectiveness, **annual savings of \$40 million where realized** across corporation.

CITIGROUP / CITIBANK NORTH AMERICA

1995 to 2006

Top performer throughout tenure—consistently earned highest employee satisfaction ratings. Excelled in turnaround situations. Led numerous projects to successful conclusions and fostered a truly team-oriented atmosphere to effect greater productivity and overall efficiency in support of corporate mission.

SENIOR IT DIRECTOR / SENIOR VP

Promoted to manage 100% increase in both team and budget. Challenged to integrate 2 groups while managing core banking applications development group, item processing development group, data center operation for item processing facility, and software testing and quality assurance team supporting entire

organization. Delivered annual IT budget in excess of \$50 million supporting various business units in a highly complex matrixed business environment. Managed 12 direct and 600+ indirect reports comprising software development teams across multiple domestic (CA, TX, MO, NY) and offshore (India) venues.

Executed several large strategic cross-functional projects establishing governance, reporting and management discipline while maintaining technological agility. Developed budgets and plans for multi-year programs in support of firm's strategic goal. Collaborated closely with business partners to improve time-to-market for new products.

Created strong relationships with executive management teams, serving on various leadership counsels. Led Client Service Executive team tasked with delivery of all technology programs comprising portfolio of >300 projects. Select accomplishments:

- Led multi-year operational efficiencies program impacting multiple functional areas. Matrix managed >1,000 internal staff and managed several external vendors to implement technology solutions across multiple platforms including front- and back-end systems. Integrated multiple software packages into firm's technology architecture. Results: **Reduced expenses >\$750 million over 3-year period.**
- Led strategic initiatives to reduce mainframe, server, and storage / network costs and implemented repeatable process to ensure expenses were aggressively managed. Results: **Cut data center expenses \$16 million** on a \$110 million operating base.
- Oversaw implementation of new solutions framework architecture designed to allow seamless deployment of new workflow applications across entire enterprise. Results: **Slashed cycle time to deploy new workflow applications >50%.**
- Invoked lean Six Sigma methodologies in collaborating with several vendors to implement project life cycle workflow platform using Plainview and Mercury's Quality Center / IT governance. Results: Process improvement program **increased quality >30%.**
- **Reduced staffing costs >25%.** Maintained high team morale via robust communications plan despite implementation of strategy to leverage low-cost, offshore vendors.
- **Significantly improved client satisfaction and reduced fraudulent activities >40%.** Oversaw program to analyze business process and implemented solution to improve how deposited funds were made available to banking clients while balancing amount of losses to firm.
- Further **reduced M&A integration cycle time to <8 hours.** Directed efforts to develop technology platform to effectively handle M&A integrations.

IT DIRECTOR / VP (SEPTEMBER 2001 TO APRIL 2003)

TECHNOLOGY SOFTWARE DEVELOPMENT MANAGER / VP (August 1996 to September 2001)

TECHNOLOGY PROGRAM MANAGER / ASSISTANT VP (October 1995 to July 1996)

EDUCATION / CERTIFICATION

B.S. Business Management and Information Technology – State University of New York
Certified Project Management Professional (PMP) – Project Management Institute
Six Sigma Black Belt – Villanova University

Harvard Management Series / Management Seminars & Workshops:
 Strategic Planning • Leadership & Influencing • Mentoring & Compliance • Team Building
 Financial Management • Negotiating Successfully • Managing Successfully

PROFESSIONAL AFFILIATIONS

CIO Executive Council • Project Management Institute • Society of Information Management Board Member
 PMI Financial Services Special Interest Group • American Bankers Association
 Student Mentor - Columbia University Executive Master of Science in Technology Management