

# Frank Lindquist

San Francisco Bay Area – 650.799.6412 – frank.lindquist@sbcglobal.net

---

## Operations Manager

Energetic leader with a track record of operations and program management, strategic initiative development and deployment. Strong organizational skills, ability to create order in ambiguous situations by taking a global view of the value chain, defining priorities and leading process improvement. Driving results with emphasis on clarity of direction and urgency coupled with crisp execution and follow through. Deep experience in HW & SW stack, and across Value Chain; from Product Management to Engineering through Manufacturing to Marketing to Customer Support.

Managed \$150 M software organization, including strategic planning, budget and goals, business and technical reviews; built strong relationships with all stakeholders. 15 + years of experience in Operations; excellent organizational, facilitation and communication skills, consistently delivering results in dynamic and ambiguous environments from 13 person start-up to global companies. BS and MBA combine technical fluency with financial focus and cross-functional expertise.

## ACCOMPLISHMENTS

- Streamlined business process and PDCA cycle to optimize \$75+ M ISV spend allocation, and developed innovative heat map for ISV prioritization and portfolio analysis.
- Managed expansion of Sun's US systems manufacturing capacity by 300%, reduced total space by 50% and helped Sun to win the 1995 Philip Crosby Productivity Improvement Award.
- Developed and drove effective business frameworks and process improvements for multiple organizations, aligning strategy and objectives across business units. Optimized business processes end-to-end, from product management through development to go to market.

## AREAS OF EXPERTISE

Business Operations and Change Management  
Business Process Improvement, Six Sigma, Kaizen  
Dashboards, Key Performance Indicators

Program, Budget and Resource Management  
Strategic Planning and Implementation  
NPI, Product Life Cycle

## PROFESSIONAL EXPERIENCE

**McAfee – An Intel Company, Santa Clara, CA**

**2011 – 2012**

**Operations - Intel Office**

- Developed executive dashboards and KPIs to monitor and improve global joint Intel/McAfee customer engagement and sales, both quantitative and qualitative metrics. Sales funnel analysis, including SFDC and Oracle CRM, initial lead through closed opportunity, market segment and geo breakdown.

**Sun Microsystems Inc. / Oracle, Menlo Park, CA**

**2009 - 2010**

**Solaris Technical Marketing**

- Managed global Solaris technical marketing, competitive analysis and response messaging. Top 25/100 Sun customer systems and software market segment analysis
- Solaris 10 and Open Solaris technical evangelism, and content for Oracle+Sun customer roadshow.

# Frank Lindquist

San Francisco Bay Area – 650.799.6412 – frank.lindquist@sbcglobal.net

- Operations / Chief of Staff – Solaris Software, Sun Microsystems** **2006 – 2009**
- Operations Management for Senior VP of Solaris Software; 1200+ headcount, \$150+ M OPEX budget. Drove operating rhythms, strategic planning cycle, staff and product portfolio meetings, reviews and software roadmaps; improved efficiency through a disciplined cadence with clear outcomes.
  - Program managed multiple project priority and headcount reduction efforts, high performance compute proposal, SunCluster revenue optimization and CTO reviews. Supported M&A analysis, global site reviews, H/C and resource planning.
- Chief of Staff – N1 Grid Systems Software, Sun Microsystems** **2004 - 2006**
- Chief of Staff for VP of software group; 400+ headcount, \$50+ million annual revenue. Led MRP and strategy development; OPEX and CAPEX spend plans and analysis, global H/C forecast. Developed and delivered N1GS portfolio revenue and cost model; SW development off-shoring transition plan and out-year forecast. Facilitated staff and off-site meetings.
  - Facilitated major reorganization and RIF implementation; 25% reduction in headcount.
- Strategy and Planning Manager – Market Development Org., Sun Microsystems** **2001 – 2004**
- Strategy and Planning Manager for ISV organization with a 300+ headcount. Implemented streamlined business process PDCA cycle to optimize \$75+ M ISV spend allocation, and initiated heat / tree map for ISV prioritization and portfolio analysis.
  - Drove strategy and budget planning, joint Systems-MDO market segment alignment.
- Senior Program Manager – Strategy and Business Architecture, Sun Microsystems** **1999 – 2001**
- Defined and developed supply chain signalling of demand, execution and recovery to support high velocity, low inventory 'Merge in Transit' model. Developed and analysed asymmetric lead-time distribution histogram model, factoring order complexity and supply chain stability relative to short and fixed lead-times.
- Programs Group Manager – World Wide Operations, Sun Microsystems** **1993 – 1999**
- Managed expansion of Sun's US systems manufacturing capacity by 300%, reducing total space by 50% and helping Sun to win the 1995 Philip Crosby Productivity Improvement Award.
  - Led a major initiative to implement Kaizen productivity improvement program based on Kakehashi exchange program with Toshiba. Achieved executive buy-in through innovative and interactive factory model instantiating broad spectrum of concepts in real-time experience.
  - Initiated supply chain tool, start-up company (Saltare) founded based on Java application.

**Previous experience with ISI, Nanometrics, Intel and National Semiconductor**

## EDUCATION

**MBA** – Pepperdine University, Malibu, CA

**BSME** – University of California Berkeley, CA

**Training** - Six Sigma Black Belt Trained

**Member** – PMI Silicon Valley

<http://www.linkedin.com/in/franklindquist/>