

## Larry Heimendinger

Larry Heimendinger has more than 45 years of experience in a broad range of industries and companies including software and services, consulting and manufacturing. He has started more than a half dozen companies that pioneered new technologies. Among those ventures, he raised over \$10 million in early stage funding. He has been president and CEO, as well as Chairman, in publicly and privately held companies. As president of Nantucket Corp, developer of Clipper, he grew the company's revenue sevenfold in three years, expanded its international offices from two to seven, developed a third party following that increased tenfold, and saw its customer base expand by the same factor. As CEO at General Kinetics, he increased its customer base for defense contractors and US and foreign governments and successfully sold the company. In his consulting practice, he has served in operational roles including project management, reorganization and realignment, CTO/CIO and technology planning and implementation, business process improvement and mentoring. Larry holds a Bachelor of Science in Physics from Louisiana State University in Baton Rouge. He's a member of Mensa.

### Key Leadership Accomplishments

- Designed and implemented enterprise level systems for a variety of business domains including banking and finance, insurance, public utilities, shipping and warehousing, and medical systems
- Expanded into international markets in Europe, South America, Asia and Russia
- Raised early stage funding for startups from US and European investors
- Implemented ERP for manufacturing and redesigned supply chain vendor management processes, QC standards, for military and non-government customers
- Investor and customer relationship management for public and private entities
- Provided CTO/CIO roles for client companies

### Summary

- CEO, President, Board of Directors
- Raising early stage funding
- Performance metrics design, implementation and monitoring
- Successful company and division sales
- Multi-national organizations
- Technical expertise in line of business applications, networks and server technology

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