

Curriculum Vitae

WAYNE L. BRAGG

University of Connecticut • School of Business

100 Constitution Plaza • Hartford, CT 06103

Home 203.929.9633 • Cell 203.913.2689

E-mail: wayne.bragg@business.uconn.edu

Professional Profile

Accomplished former corporate executive and educator with 30 years of leadership experience in finance and accounting with responsibilities that encompassed financial/capital planning, budgeting, supply chain management, performance measurement, pricing and controllership. A proven effective business communicator with excellent team building and interpersonal skills that work well with individuals at all levels in diverse venues. Brings a focus on execution and delivering superior results to help solve the problems facing high performing organizations. Possesses an outstanding ability to couple academic concepts with personal experience to foster real world application in the classroom. Simplifies complex accounting and financial data into understandable business terms that enable effective economic solutions.

Education

- Executive MBA University Of Connecticut, Stamford CT 1997
- BS Marketing Mgmt. Central Connecticut State University, New Britain, CT 1983

Academic Honors

- Beta Gamma Sigma • Honor Society for Collegiate Business Schools • University Of Connecticut

Academic Teaching Experience

- Instructor-In-Residence: University of Connecticut School of Business • Executive and Part time MBA Programs Hartford and Stamford • Fall 2007 to current.
- Adjunct Faculty: University of Connecticut School of Business • Executive and Part time MBA Programs Stamford Fall 2001 to Summer 2007
- Adjunct Faculty; University of Hartford Barney School of Business • Summer 2001 to Spring 2004.
- Adjunct Faculty; Quinnipiac University School of Business • Spring Semester 2002 and 2003.

Courses Taught

- **Graduate:** Cost Analysis and Control • Performance Analysis
- **Undergraduate:** Managerial Accounting • Cost Accounting
- **Executive Education:** Financial Controls • Management Accounting (In Person & On Line)

Corporate Teaching Experience

- Designed, developed and taught over 75 hours of coursework on U.S Government Contract Financing with emphasis on legal and statutory requirements. Attended by 250 Finance, Information Systems and Operations employees across United Technologies Corporation.
- Developed and taught a Contract Billing course for the annual UTC Government Accounting Conference. Encompassed financing methods, cash flow analysis, and statutory requirements .

- Taught multiple classes on Cost Accounting and Standard Cost systems design and application to both UTC employees and U.S. Government personnel. Concentration on inventory valuation, product costing and cost allocations.
- Acted as division liaison to USG audit agencies as resource for discussion and explanation of cost accounting matters and cost accounting system issues.

Consulting and Executive Education

- Hired as expert witness by Maryland design law firm to establish an estimate of lost profits for patent infringement case utilizing cost accounting practices and statistical techniques.
- University of CT School of Business • Executive Education: Business Mastery Programs for Webster Bank, The Hartford, CT Department of Public Health, CT Department of Public Safety Summer 2003 - Fall 2006
- University of CT School of Business • Executive Education: Management Accounting for United Technologies Corp. Finance Leadership Program. Fall 2006 and 2008. Including on-Oline version.
- Faculty Advisor UConn *edgelab* with General Electric using applied research on four projects requiring new product development and financial modeling.
- Accounting Subject Matter Expert: www.startupbuilder.com, website for beginning entrepreneurs.

Awards and Accomplishments

- UConn EMBA Outstanding Professor: Spring 2008, Hartford.
- UConn EMBA Outstanding Professor: Spring 2008, Stamford.
- UConn EMBA Outstanding Professor: Spring 2005, Stamford.
- Sikorsky Aircraft Executive Council Management Award for process re-engineering and productivity initiatives in the Finance Department.
- Recipient of two UTC President Awards for outstanding Management Achievement.

Books and Publications

- Wrote monthly newspaper column for ConnPost.com: Bragg's Business Basics 2003 - 2006. Topics were focused on small businesses and included subjects such as: budgeting, relevant cost, capacity analysis, customer profitability analysis, activity based costing and performance measurement
- Published article on breakeven analysis in ConnPost.com for Zahn's Building Business June 2008
- Authored and published articles in UConn Family Business Newsletter on Activity Based Costing, Manufacturing Software Selection. Fall 2002 & Spring 2004. Capacity analysis published Spring 2008.
- Wrote book chapter on personal finance for *Diving in to Living - My Way* a mid-life planning training program, by Joyce Cohen 2005.
- Assisted in preparation of two marketing research reports for UConn *edgelab* projects published by GE.

Highlights of Professional Experience

KWB CONSULTING LLC (2001 - Current)

Owner/President

- Acted as temporary CFO, established multi-functional team and developed integrated execution plan to improve internal accounting controls for major HVAC manufacturer.
- Hired by Accenture to review the planning, accounting and performance measurement systems for \$1.5 billion aerospace manufacturer. Developed requirements for operating efficiency and productivity
- Acted as business coach, identified key business issues for local manufacturing businesses. Established business plan to enhance revenue, growth strategy, and protect assets.

SIKORSKY AIRCRAFT, STRATFORD, CT (1981 -2001)

Director of Program Cost (Controller)

Reorganized the budgeting, planning, and operating systems to evaluate and control of \$1.5b in production costs. Provided guidance, direction and oversight for VP Operations and Procurement in developing business plans to manage resources and achieve cost performance objectives across four operation centers.

- Restructured reporting to provide critical productivity, quality, and profitability measurements.
- Led team that developed supply chain strategy; identified \$1.5M purchased material cost reductions.
- Appointed by V.P. Operations to lead multi functional team with consulting group, A.T. Kearney, to design an activity based costing analysis that identified cost and efficiency improvements.

Division Controller

Structured staff, created vision and transformed 200-person accounting department into an effective and efficient team-based organization with a business-partner mindset. Standardized, simplified and deployed operational information for multiple audiences, local, corporate and USG.

- Served as company appointed project leader with Price Coopers to implement Standard Cost System and led integration team as part company-wide ERP system implementation.
- Led team to replace contract billing system, resulting in \$5M increased monthly cash flow.
- Re-engineered closing process from five to three days and assisted the CFO in process changes that led to reducing finance department costs to less than 1% of sales.

Director of Financial Planning

Recruited by CFO to restructure process for developing and submitting annual business plans. Designed and implemented planning system to report monthly and quarterly revenue and profitability by program/contract.

- Created profit assurance program to identify risk, mitigate cost growth, and establish corrective action plans that drove accountability for revenue and profit across enterprise.
- Improved accuracy, timeliness, standardized and facilitated flow of strategic and tactical financial information to President and CFO to enhance daily decision making.
- Designed and standardized corporate financial reporting formats for the quarterly financial performance review process that became the standard for measurement across the corporation.

PRATT & WHITNEY AIRCRAFT, EAST HARTFORD, CT (1966 - 1981)

Supervisor Financial Planning/Senior Government Accounting Analyst

- Restructured contract profitability analysis and enhanced flow and usefulness of quantitative data for improved decision making and support of monthly closing and quarterly financial reviews.
- Assisted management in pricing and negotiation of several multi-million dollar engine contracts through proposal preparation and cost analysis.
- Acted on behalf of the company to support and present direct cost and overhead analysis to U.S.G. audit agencies during negotiation process.

Professional Affiliations

- Finance Executive Network Group; Westport, CT Chapter. Member Manufacturing Focus Group.
- Past Member IMA, New Haven, CT chapter.

Community and School Service

- Past Board Member - Town of Stratford, CT Economic Development Task Force
- Past Co - Chair University of Connecticut Stamford MBA program.
- Facilitator - UConn Family Business Program, Manufacturing Focus Group.
- Corporate Guest Lecturer, Capital Planning. UConn School of Business. 1999, 2005, and 2007.
- Corporate Guest Lecturer, Business Plan Development, UConn School of Business, Stamford. 1998.