

City of
Amesbury
Massachusetts

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AMESBURY CITY CLERK



City Hall • 62 Friend Street • Amesbury, MA 01913 • (978) 388-8121 • Fax (978) 388-6727

APPLICATION FOR APPOINTMENT TO
CITY BOARD, COMMITTEE OR COMMISSION

The city appreciates your interest in serving on one of its Boards, Committees or Commissions. Please complete this form and return it to the Mayor's Office in City Hall.

Name Timothy H. Dwight
Home address 141 Whitehead Rd, Amesbury
Mailing address (if different) _____
Home phone number 617 413 0649 /Business # SAME
Email address dutch.dwight@gmail.com

Please indicate which Board, Committee, or Commission you are applying to be appointed to:

- Board of Health
- Cable Advisory Commission
- Cemetery Advisory Committee
- Conservation Commission
- Council on Aging
- Cultural Council
- Fence Viewers
- Health Care Trust Commission
- Historical Commission
- Lakes & Waterways
- Landry Stadium Commission
- Liquor Licensing Commission
- Master Plan Implementation & Oversight Committee
- Parks & Recreation Commission
- Registrar of Voters
- Traffic and Transportation
- Tree Board
- Trustees of War Memorials
- Woodsom Farm Committee
- Zoning Board of Appeals

Ad hoc Committees- Please Identify _____

Fill vacancy of elected position* - Identify Elected Board Housing Authority

* Please send applications for elected positions to City Clerk's Office at City Hall.

1. Please explain why you would like to serve on a particular Board, Committee, or Commission.
If necessary add additional sheets.

See Attached

2. Please briefly describe your education and any relevant work or life experience or other activity which, in your opinion, would be beneficial in carrying out the responsibilities of this office.
If necessary, attach additional sheets or your resume.

See Attached

3. Please list any city offices you have held in Amesbury or elsewhere.

Date appointed or elected

Office

Term Expired

~~*See Attached*~~

I have not held any.

4. Public service on a Board, Committee, or Commission can be demanding. Please indicate the realistic time commitment you are willing and able to make.

- 1 hour per week 2-4 hours per week 4-6 hours per week Other _____

Additionally, please describe any standing commitments you may have which might conflict with set meeting schedules.

I have no other non profit or public positions outside of normal private sector work hours.

5. How did you hear about the vacancy on this City Board, Committee or Commission?

- City Hall Information Board
 Council, Board, Committee or Commission Meeting
 Newspaper
 City Website
 Word of mouth
 Other: _____

6. APPLICANT'S STATEMENT AND SIGNATURE: I hereby submit this as my application for the position I have indicated on the front of this form. I understand that my completion of this form in no way assures appointment. All Board, Committee, and Commission vacancies will be filled by citizens deemed most qualified to serve in a particular capacity. I also understand that in the event that I am appointed to a position, my activities will be governed by the Massachusetts Conflict of Interest Law (M.G.L. c 268A), the Massachusetts Open Meeting Law (M.G.L.c.39), the Massachusetts Public Records Law (M.G.L. c. 66), the Massachusetts Campaign Finance Law (M.G.L. c 55), the Amesbury City Charter and ordinances, and all other applicable federal, state, and local laws or regulations.

Signature



Date

1/5/2018

Amesbury Housing Authority

Question 1. Please explain why you would like to serve on a particular Board, Committee, or Commission. If necessary add additional sheets.

I have extensive experience working for non-profit organizations and being an active person in my community. I was formerly an Assistant Scout Master with Troop 4 of the Boy Scouts of America in Amesbury. This experience enabled me to serve and learn about Amesbury and its needs. I have also served on the Vestry of All Saints Church in Amesbury.

I have had experience working for Federal, State and local public institutions. I am highly interested in working with the Housing Authority for it combines a local and national need.

Question 2. Please briefly describe your education and any relevant work or life experience or other activity which, in your opinion, would be beneficial in carrying out the responsibilities of this office. If necessary, attach additional sheets or your resume.

I presently work in the healthcare industry and am very concerned about the social determinants of health. I would like to apply this industry knowledge to a large population, to see if we can impact peoples' lives in a positive manner.

Attached is my CV for review.

Question 3. Please list any city offices you have held in Amesbury or elsewhere.

I have not held any offices in Amesbury or elsewhere.

TIMOTHY H. 'DUTCH' DWIGHT

141 Whitehall Road ▪ Amesbury, MA 01913
▪ Cellular: 617.413.0649 ▪ dutch.dwight@gmail.com

DIGITAL SALES & MARKETING - TECHNOLOGY

Astute CXO sales executive with a strong combination of cross-functional experience in diverse industries and markets, both in the U.S. and internationally. MBA degree! Experience and accomplishments include:

Business Development – Solution Sales:

- Selling to healthcare CXO Suite Digital Product Innovation Services, Digital Product Strategy, Design, Development and Implementation of Web & Mobile based consumer products to Healthcare Payors & Providers. Capturing and Integrating Consumer interaction data in daily results to drive Hedis measure attainment. Customers include Anthem, Aetna, HCSC, BCBSA FEP, Carefirst, Humana, Partners, Verizon, United Healthcare, Optum, WebMD, Tenet, HCA, Partners Healthcare, Guidewell, Highmark
- 10+ years experience in business / corporate development / sales & marketing role working with large, global reach ISVs, OEMs, and System Integrators such as IBM, Oracle, HP, Accenture.
- Lead sales, pricing, marketing and partner strategy for frevvo a SaaS and on-premise application, landing 8 OEM in 2 years and 25 reseller agreements (18 in 7 months of 2010), Grew Sales at frevvo 100% 2008 and 600% in 2009 and 100% in 2010, sourced buyers of company – Google and OpenText.
- Co-Founded Zynium Corp. defined, created, marketed and executed Byzio product, landing OEM and reseller agreements with FileNet (IBM), TIBCO, DST, Appian, Microsoft and Fujitsu in less than two years. Customers include, Air Products, Intuit, Intel, HBOS, Bank of America.

Business Development & Technology competencies:

- Creative Consultative & Technical Sales
 - Strategic Partnerships & Alliances
 - OEM, Reseller, Co-Marketing Agreements
 - Value Based Selling / ROI Analysis
 - Healthcare Solution Sales
 - SaaS & On Premise Pricing models
 - Financial Impact Analysis
 - Healthcare ROI & Financial Analysis
 - Marketing & CRM Optimization
 - Business Process Management
 - Mergers & Acquisitions
 - Diplomatic Presence / Demeanor
-

BUSINESS DEVELOPMENT & TECHNOLOGY EXPERIENCE

MEDULLAN, INC – Cambridge, MA

December 2011 – Present

VICE PRESIDENT OF SALES

- Successfully managed to grow sales in year 1 to \$1.5M from Verizon & BCBSA, Year 2 \$1.75 million, Year 3 in excess of \$9 million from BCBSA & Humana, Anthem, Aetna, J&J, Partners Healthcare. Landed \$15 Million MSA over 5 years with BCBSA FEP. Bookings for years 4 - 6 on track for \$10 million +. Started with Medullan when annual sales were \$3.5M now annual sales are \$12M. Years 3 – 6 anywhere between 50% - 80% of the book was due to my sales.
- Targeted CXO and SVP Marketing & Operations, including Chief Medical Officers as a sales strategy, seeking to affect consumer adoption of wellness and care management applications for the largest healthcare payer, provider and pharma companies in USA. Set up innovative consumer data interaction solution to manage member engagement and improve Hedis Measure outcomes.
- Lead company to engage with mHimss, board member of Federal Policy and Emerging Technology and contributor to the mHealth RoadMap, Connected Health.
- Lead Healthcare person in MIT Internet of Things (IoT) Group. Provided speaking engagements focusing on the qualitative and quantitative outcomes for patients, while networking and supplying public relations opportunities for Medullan executives. Top 12 most cited author for HIT Analytics 2015. Highly connected in payor, health technology and provider communities.
- Crafted partnership with Salesforce and assisted in the 1st sale of 12 instances of Salesforce Health Cloud for Care Management in the US in 2016. Lead strategy evaluating digital health solutions, market sizing and partner opportunities.

ARDENT CONCEPTS, INC – Hampton, NH

April 11 – September 11

SALES STRATEGY & OPERATIONS – CONSULTING ENGAGEMENT

- Successfully completed 6 month consulting engagement to revamp company from job shop test socket/technology focused company to a product/solution sales OEM connector business targeting Military, Medical, & Telco sectors.
- Determined high growth opportunity to take optical device test sockets in chip to chip category, redesign and repackage as an OEM component. Electro/Optical Chip to Chip connectivity OEM market affirmed by Intel, IBM, Avago, Huawei, Cisco, NEC, Finisar, Reflex, Oclaro. Forecast growth by industry - 2016 - 60% YOY.
- Increased awareness by 300%, executing a new website, with social media marketing. Promoted personal listening to the customer campaign.
- Revised tax and accounting strategies to reduce internal costs by 10%. Reduced lead time for test socket business by 25%.

FREVVO, INC – Branford, CT

April 08 – January 11

VP SALES & BUSINESS DEVELOPMENT

- frevvo – a SaaS and On-premise e-forms solution marketed to the document, WCM, ECM, EHR market sectors.
- Executive responsible for all sales, marketing and execution of 8 OEM in 2 years and 25 reseller agreements (18 in 7 months of 2010) for frevvo, with software companies, such as Intralinks, Westbrook, Digitech Systems, Open Text, Oracle, Atlassian, Fatwire, Alfresco, Sun. Customers include, Safeway, NASA, Pepsi.
- Extensive rolodex of @ 300+ CTO, VP Sales, & Product management in software ECM, WCM and EHR verticals.
- Grew Sales at frevvo 100% 2008 and 600% in 2009 and 100% in 2010.
- Positioned company for successful exit - received offers from OpenText and Google, majority owner declined offers.

ZYNIUM CORP – Litchfield, NH

June 05 – June 2013

CO-FOUNDER – VP SALES AND ALLIANCES

- Founded Zynium to create software – Byzio, which enabled companies to transform workflow documents and integrate processes across the BPM/SOA Universe to reduce costs and time to implementation
- Executive responsible for web marketing, sales and execution of OEM partnerships with large software companies, such as Fujitsu, IBM, FileNet, TIBCO, Microsoft, Appian, DST, Software AG, as well as systems integration houses.
- Developed web presence, product vision, business problem solution and go-to-market strategy for channels and retail.

PROVIDUS – Nashua, NH

2004 – 2005

DIRECTOR OF SALES / BUSINESS DEVELOPMENT

- Senior business development executive responsible for sales and marketing through partnerships with large software companies, such as IBM, FileNet, TIBCO and EMC as well as systems integration houses Accenture, Infosys
- Increased revenue through partner lead generation and collaborative sales execution in the field
- Found buyer for company.

KADIRI – Burlingame, CA

2000 to 2004

DIRECTOR, SALES / BUSINESS DEVELOPMENT / ALLIANCES

- Kadiri sold a compensation management optimization solution to large corporations.
- Senior Business Development Executive responsible for establishing strategic alliances, planning joint marketing and managing 5 technology business partner relationships to drive market penetration for this \$8 million business software company. Major customers include Bank of America, Motorola, Wells Fargo, Dupont and Washington Mutual.
- Increased channel sales as a % of gross revenue 30% in 2000, to 45% in each year thereafter. Improved qualified lead generation 50% YOY.
- Designed and directed ROI marketing program, which impacted 80% of all sales YOY. Write white papers and case studies, perform ROI analysis and assist sales reps on C-level presentations.

Benchmarking Partners, Inc. – Cambridge, MA

1998 to 2000

DIRECTOR, STRATEGIC MANAGEMENT CONSULTING

- Directed business development and project delivery services within the Strategic Management Consulting practice of this \$10 million consulting services firm.
- Worked with senior executives of Fortune 2000 who were evaluating ERP, CRM, B2B, e-business and software applications to align operational, financial and internet business and technology architecture.
- Developed ROI tools and perform analysis for major Fortune 100 companies on adoption of technology.
- Identified and negotiated strategic alliances for clients. Supervised up to 10 consultants per project.

ELECTRONIC DATA SYSTEMS (EDS) – Reston, VA

1996 to 1998

SENIOR CONSULTANT

- Provided financial and technology expertise in the delivery of technology and services to federal (INS) and state customers in the Medicaid - Medicare arena.
- Drove in sales, marketing and business development activities for technology-based solutions and strategic consulting services to include migration from legacy business and financial management systems to two or three tier client server environments.

EDUCATION / ADDITIONAL

UNIVERSITY OF MASSACHUSETTS – Amherst, MA

Master of Business Administration, Finance (1988) ■ **Bachelor of Arts, International Trade** (1986)

Attended University of Freiburg in Germany, two semesters. Fluent in German

GEORGETOWN UNIVERSITY - THE MCDONOUGH SCHOOL OF BUSINESS – Washington DC (1996)

Certification, School of Business and Public Management

HARVARD UNIVERSITY - KENNEDY SCHOOL OF GOVERNMENT – Cambridge, MA (1995)

Certification, Strategic Planning for Public Institutions

Professional – Member Temple University Medical School Advisory Council, MIT Enterprise Forum – IoT – Healthcare lead, Association of Strategic Alliance Professionals (ASAP),

Civic – Board Member May Eddy Parsons Health Fund, Committee Member - Ducks Unlimited, Confrere – Order of St John