

DANIEL G. DOWIS, CPA

7840 SW 169th Street ♦ Miami, Florida 33157 ♦ (305) 793-8993 ♦ Dddowis@bellsouth.net

SUMMARY OF QUALIFICATIONS

Visionary and results-driven shared services executive with a strong background devising and implementing strategic initiatives, finance, ERP and inventory management systems with strengths in the following areas:

Shared Services Management
Accounting
Supply Chain Management

Process Improvement
Cost Savings
Budgeting

Personnel Management
Systems and Procedures
Strategic Planning

- Proven ability to identify and capitalize on opportunities for expansion and savings to reap maximum benefits.
- Offer strong leadership, organization, interpersonal and communication skills as well as expertise in operational and financial management.
- Committed to lowering costs and streamlining processes through the development and implementation of innovative programs and systems.

PROFESSIONAL EXPERIENCE

MCCLATCHY, INC. / KNIGHT RIDDER, INC. – *Miami, Florida*

1984 – Present

Director/ McClatchy Shared Services Center

2006 – Present

After Knight-Ridder was acquired by McClatchy in 2006, retained and promoted to run the Shared Services Center and to implement the Shared Services process across the business units of McClatchy. Responsible for the General Ledger, Fixed Assets, Strategic Sourcing, Newsprint Purchasing, Accounts Payable, Procurement and Special Projects coordination for McClatchy, Inc. The McClatchy Company is the third largest newspaper company in the United States, with 31 daily newspapers, approximately 50 non-dailies and direct marketing and direct mail operations. McClatchy also operates leading local websites in each of its markets which complement its newspapers and extends its audience reach in each market. Manage 4 personnel directly and 22 indirectly.

- Reviewed financial system requirements changing from Oracle to PeopleSoft. Directed the design and configuration, design and testing of the PeopleSoft system.
- Implemented new system and business platform at 31 business units and the McClatchy corporate office in a 6 month time frame.
- Directed and Coordinated the accounting for 12 business units divested by McClatchy after the acquisition of Knight-Ridder and transitioned the process out of the Shared Services Center..
- Reduced the FTE's at the McClatchy Shared Services Center from 65 to 26, while maintaining all service level agreements with Business Units.
- Contributed over \$10 million in annual synergy savings as part of the combination of Knight-Ridder

General Manager of Newsprint & Supply, Shared Services Center

1996 – 2006

Continued forward career progression as a key manager for the second largest nationwide newspaper publisher, offering print and online products with 32 newspaper publications in 28 cities. Directs supply chain strategy and structure for \$750 million in annual goods and services as well as creates end-to-end inventory management procedures. Reviews status of current projects, assesses market indicators and evaluates reports on key performance indicators. Collaborates with CFOs and Production VPs to resolve finance, supply and inventory issues. Performs as lead negotiator for strategic commodities and devises strategies for procurement. Continually oversees status and defines direction of Knight Ridder Resources. Manages 5 personnel directly and 25 indirectly.

- Developed, co-founded, launched and generated interest in Media Consortium, a newspaper industry purchasing consortium consisting of four of the industry's largest companies, which produced annual run-rate savings of \$3 million in the first two years.
- Involved with doubling the size of newsprint mills within five years due to strategic investments and internal growth as a key member of the Management Board of Equity Investment Newsprint Mills.
- Originated and established Knight Ridder Resources, a consulting organization with 12 external clients generating \$1 million in new revenue with a 75% operating margin.

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- Serves as E-Commerce Strategy Lead, and personally developed and headed activities related to the first online reverse auctions for newsprint.
- Charged as second in command at the Shared Services Center, a central entity for GL, AP, Budgeting, Fixed Assets and Payroll; resolve corporate accounting issues, interface with CFO and review payroll.
- Produced \$35 million annual run-rate savings on non-direct expenses by devising savings programs in areas previously not attempted and ensuring new contracts and savings initiatives were successfully executed.

Supply Team Process Leader, Shared Services Center 1995 – 1996

Headed a team of eight to develop and apply enterprise-wide supply chain strategy and structure to provide a centralized purchasing organization and maximize company leverage. Hired and trained professional national contract management group.

- Drove the development of the Oracle Purchasing/AP portion of the financial system and helped to convert 31 operating units to Shared Services Center.
- Realized \$4 million annual run-rate savings by instigating travel standards, negotiating airline and hotel discounts, developing a separate travel credit card and identifying savings for graphic art supplies, direct mailings and credit card processing.

Business Process Re-engineering Team Member, Corporate 1995

Member of team consisting primarily of business unit CFOs which is credited with successfully completing all development phases of the Shared Services Center to provide a centralized and standardized business platform for all 31 operating units.

- Personally developed the supply, purchasing and payable portions of the platform and contributed to design of all accounting processes in addition to convincing management of the need for implementation.

Re-engineering Team Member, Corporate 1994

Contributed to re-engineering effort by identifying and recommending seven process improvements in areas such as reader and advertiser acquisition and retention, and redesign of production flow and business processes.

Director of Newsprint & Supply, Corporate 1988 – 1993

Managed supplies, negotiated direct goods purchases and directed two purchasing agents and an administrative assistant. Utilized financial and operational experience in collaborating with production and financial management personnel to implement effective processes.

- Established new department, Knight Ridder Supply, to centralize purchasing functions and leverage purchase of top direct expenses that totaled \$500 million annually.
- Facilitated savings of \$40 to \$50 million by instigating the first company-wide inventory and payment system.
- Employed standard costing processes for direct expenses to lower costs and ensure quality and timeliness of products distributed to operating units.

Manager of Parent Company Accounting, Corporate 1986 – 1988

Oversaw all aspects of GL, budgeting, fixed assets, A/P, payroll and internal transactions while managing eight personnel.

- Lowered A/R by \$14 million through the adoption of net payment for newsprint; previously, company paid gross for newsprint and received a supplier rebate.
- Participated in development and implementation of internal stock purchase plan system that saved \$50,000 yearly and facilitated a faster stock purchase turnaround process.
- Recognized for receiving “no comments” on internal audits for two straight years.

Internal Audit Supervisor, Corporate 1984 – 1985

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Thoroughly performed audits and identified long-standing issues not detected through audits conducted by others.
Managed four internal audit personnel.

- Received many complimentary letters for completing audits in a professional manner.

EDUCATION

UNIVERSITY OF MIAMI – *Miami, Florida* 1992
Master of Business Administration, emphasis on Human Resources

UNIVERSITY OF COLORADO – *Boulder, Colorado* 1982
Bachelor of Science, Accounting; secondary emphasis on Transportation Management

CERTIFICATIONS AND MEMBERSHIPS

Certified Achieve Global Facilitator, 1995
Certified Public Accountant
American Institute of Certified Public Accountants
Colorado Society of Certified Public Accountants
Institute of Supply Management
Newspaper Purchasing Management Association