Daniel E. Nienhauser

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Objective

Leverage my experience and capabilities to empower organizational long-term success through adept financial management and administration.

Experience

Impact Business Accelerators, Phoenix, Arizona May 2012 – Present

Managing Director. Business Acceleration services ramp up for small companies in Arizona. Strategic capacity building, financial modeling and management, partnerships development, and technology integration. Clients include:

Elevate.org LLC. Executive Manager for new smart-wearables device company. Responsibilities include financial modeling and planning, product development, intellectual property (patent development, trademark), grant development, and strategic partnerships.

Healthways, Inc. Strategic Marketing for Fitness Business Unit, SilverSneakers®. Refine marketing strategy, evaluate and develop value proposition for this $270M business unit. Lead value proposition/sales presentation development for renewal and sales presentations.

Energy To Empower Corporation, Scottsdale, Arizona Oct 2010 – Present

Founder and President

Establish, build funding base and manage new non-profit organization (501c3) empowering women in the developing world through logistics support and distribution of proven social entrepreneurial systems already tested and available in other regions.

Phoenix Media Xchange, Scottsdale, Arizona and Ardsley, New York Jan 2011 – May 2012

President

Secure seed funding, guide and establish new web-based platform (emediaXchange.com) in offline media space. Coordinated platform development, marketing, sales and financial planning with partner in New York. Successful platform launch November 2011. Solicited and presented company sale / strategic partnership with two Fortune 500 companies. Limited funding and marketing conditions led to shut down in operations beginning April 2012.

Arizona State University (ASU), Phoenix Arizona Mar 2005 – Dec 2009

Faculty Associate, College of Nursing & Healthcare Innovation June 2008 – Dec 2009

Graduate professor, Masters in Healthcare Innovation (MHI) and Doctor Nurse Practitioner programs. Responsibilities included course development, course adaptation and special projects support. Founding Editor of MHI Electronic Newsletter in March 2008. Coursework included the following:

- Financing for Innovation: Introduction to financial statements, value proposition, allocation methodologies, budgeting, cost benefit and other financial analysis.
- Innovation and Technology: Discovery, process improvement, business in socio-techno world.
- Advanced Concepts & Principles of Innovation: Exploration and analysis of successful innovation skills required for development and execution in complex systems.

Director, PRIDE Promoting Research Identification Development & Execution June 2007–June 2008

Created and directed business development, administrative, financial management for PRIDE group – institutional group charged with enhancing research efficacy. Over arching goal to build foundation for ASU to grow research enterprise to $350M by 2012 ($230M in FY08). Grew team from two to eight employees and transitioned to new Director at end of fiscal year.

Key achievements

- Brand positioning: Developed ten “signature research areas” to position ASU and enable grant/partnership business development, foundation relations & faculty collaboration clusters. Office of President leveraged for biosensor Bi-national Lab agreement with Dublin City University, National Science Foundation & Science Foundation Ireland
- Strategic Support: Facilitated Research Administration reorganization for 84 person group, including process identification and improvement, software review and implementation.
- Analytics: Developed new university-wide dashboard for research financial information, launched Feb 2008.

ASU continued…

Director and General Manager MacroTechnology Works (MTW) Mar 2005 – June 2008

Created and oversaw administrative, financial management and business development for MTW, which advanced complex applied research between private and public enterprise. The facility included the Flexible Display Center (FDC) a $100+ million high-tech plastic electronics development and fabrication facility. The U.S. Army was the main sponsor and the industrial members included; Honeywell International, EV Group, Universal Display Consortium, United States Display Consortium, E Ink, Kent Displays, Ito America, Corning, General Dynamics, Rockwell Collins, Raytheon, L-3 Communication Systems, among others. http://flexdisplay.asu.edu

Key Achievements

- Funding renewal: FDC contract renewed for second five year tranche for over $52 million.
- Directed NIH sponsored consortium: ASU and Columbia University jointly developed product for a hand held device measuring radiation exposure.
- Leveraged MTW branding and FDC: Successfully secured industry tenants in related and emerging technology markets. GE Healthcare became the largest commercial university tenant ever, multimillion dollar lease, 20,000-plus square feet. Integrated diverse mix of tangential start-up company tenants around FDC Partners and GE Healthcare core capacities.

The Earth Institute at Columbia University (EI), New York NY Feb 2002 – Mar 2005

Executive Director of Administration & Finance

Directed the financial, human resource and administrative activities for 13 Centers and Institutes. EI's combined expenditures grew to more than $90 million, included more than 800 research scholars and scientists and more than 350 support staff. Developed financial strategies with EI Director, Jeffrey Sachs, and presented to senior officers of the University. Directed and managed core financial expenditures of $20 million. Managed administrative staff of 12 which included: human resources, grant submission and approval, information technology, and facilities planning.

Key Achievements

- Organizational Development: Developed policies and procedures for financial, human resource and research administration "institutionalization" of multiple Centers and Institutes, reporting to core Earth Institute.
- New Program Development: Coordinated financial management and planning for Masters in Public Administration, Environmental Science and Policy – profitable in first year ($1.6M revenues, 24% contribution). Earth Institute Fellows program launched in Fall '03 (12 Post Docs per year), 12% under budget ($890k program), grew to 24 Fellows ($1.6M). Managed administrative functions for six (6) of eight United Nation's Millennium Development Goals Task Forces.
- Funding Initiatives*:* Directed financial presentations and value strategies for development campaigns. EI secured seven-figure gift in 2003, five-year $15M gift in 2004, five-year $20M gift in 2005. Participated in senior management strategic planning, including sponsored research, development and corporate relations.
- Growth Management: Administered additional University support, $20M over five years, to recruit new Earth Institute (EI) Director from Harvard. Guided EI central administration from 12 to 34-person office, delivering positive fund balances throughout tenure.
- Supervised capital and operational budget integration, including

Education:

Arizona State University, Phoenix, AZ	MHI	Healthcare Leadership and Innovation	2008
New York University, New York, NY	MBA	Finance & International Business	1989
Columbia University, New York, NY	BA	Economics & English	1987

Languages fluent German, basic French, basic Mandarin Chinese