

BRUCE A. ROBINETT, CMA, MBA
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**WORK
EXPERIENCE**

Hewlett Packard Co.

Boise, Idaho

Imaging & Printing Group IT Finance

Nov. 2006 to Present

Financial Specialist Lead

- Provide direct financial planning, analysis & reporting for all IPG IT organizations.
- Lead IPG IT Actual/Flash/Aspire processes and reconciliation to POR.
- Lead HP IT CBA business engagement process.
- Review CBA initiatives for financial reasonableness and refine projections to meet guidance.
- Perform business reviews for completed CBA projects.
- CBA Tool developer/tester/trainer.
- Manage and approve all preliminary IT PO requests for IPG/PSG

Micron Technologies, Inc.

Boise, Idaho

Corporate Financial Planning

Jul. 2006 to Nov. 2006

Financial Planning Supervisor

- Consolidate all production and cost data for upload into corporate financial database.
- Ensure the integrity of inputs and reasonableness of forward projections.
- Analyze variances from prior projection to ensure strategic initiatives are incorporated.

Hewlett Packard Co.

Boise, Idaho

WW Imaging & Printing Finance Operations

Feb. 2001 to Jul. 2006

Financial Planning & Analysis

- Responsible for monthly, quarterly, and annual COS reporting for the Imaging & Printing Group.
- Coordinate Total Cost of the Workforce efficiency plans with HR to achieve a 10% reduction.
- Manage IPG Operations infrastructure to optimize resource utilization.

Environmental/Tax/Transformation Management

- Contributed to the organizational tracking processes of \$3B in cumulative savings for IPG over a 3 year time period, increasing the organization's ability to adjust to business needs.
- Co-managed HP's Factory Toner tax advantage strategy across regional entities.
- Developed and implemented HP's Product Take-Back financial and accounting structure. Aligned processes across IT, regions, and businesses for planning & reporting, forecasting, service level agreements, and design costing models.

Warranty Analyst

- Managed \$300M of IPG Commercial Warranty obligation.
- Managed external audit relationship related to product warranty to meet compliance.
- Provided monthly reporting of commercial warranty activity and managed bi-annual and long-term planning processes.

North American Marketing Center

Feb. 1999 to Feb. 2001

Customer Information Analyst

- Managed the Marketing Center customer segment profiles, enhancing each segments target programs.
- Led the NA Marketing Center market sizing process with the World Wide organization which led to less than 3% variation from actual shipments.
- Led training to utilize pricing simulator for pricing analysis to maximize gross margins.
- Developed eMarketing database infrastructure, standards and processes for WW e-business analysts for consistent email target marketing.

Business Analyst – Connectivity

- Responsible for business reporting & analysis, PL expense control and allocation effectiveness.
- Contributed to marketing program development and managed post-mortem analysis.
- Managed allocation and spending targets for a \$15 million expense and discount budget at approximately 100% of plan.

Saint Alphonsus Regional Medical Center

Boise, Idaho

Senior Cost Analyst

Jun. 1998 to Jan. 1999

AuditForce, Inc.

Milwaukee, Wisconsin

Auditor/Consultant

Sep. 1997 to May 1998

St. Luke's Regional Medical Center

Boise, Idaho

Data Base Analyst

Sept. 1993 to Aug. 1997

EDUCATION *Masters in Business Administration* - Boise State University
Bachelor of Arts - Accounting - Boise State University
Bachelor of Science - Psychology - Idaho State University
Adjunct Professor – Boise State University

CERTIFICATION *Certified Management Accountant* – CMA
Private Pilot – Single Engine Land

ORGANIZATION Member of the Institute of Management Accountants

AFFILIATIONS Member of the Boise State College of Business Advisory Council

REFERENCES Available upon request