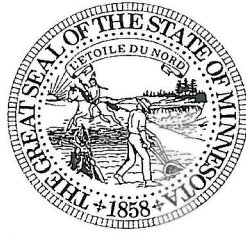


STATE OF MINNESOTA



MARK DAYTON
GOVERNOR

NOTICE OF APPOINTMENT

Kenneth Koch

1867 Merlot Curve
Eagan, MN 55122
County of Dakota
Congressional District 2

Because of the special trust and confidence I have in your integrity, judgment, and ability, I have appointed and commissioned you to have and to hold the office of:

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MEMBER

GAMBLING CONTROL BOARD

President of the Senate

Effective: July 1, 2017
Term Expires: June 30, 2021

This appointment carries with it all rights, powers, duties, and emoluments granted by law and pertaining to this position until this appointment is superseded or annulled by me or other lawful authority or by any law of this State.

IN TESTIMONY WHEREOF, I have hereunto set my hand and caused the Great Seal of the State of Minnesota to be affixed at the Capitol in the City of Saint Paul, June 8, 2017.



Mark Dayton

Governor

Steve Pimon

Secretary of State

Reappointment

Application for the position Member

Part I: Position Sought

Agency Name: Gambling Control Board

Position: Member

Part II: Applicant Information

Name: Kenneth Koch

Phone: (612) 718-0574

Mailing Address: 1867 MERLOT CURVE Eagan 55122

Email: kkoch@brmonline.com

County: Dakota

Mn House District: 51A

US House District: 2

Recommended by the Appointing Authority: False

Part III: Appending Documentation

Cover Letter and Resume

Type	File Type
Cover Letter	application/vnd.openxmlformats-officedocument.wordprocessingml.document
Resume	application/msword

Additional Documents (.doc, .docx, .pdf, .txt)

Type	File Name
No additional documents found.	

Part IV: Optional Statistical Information

Gender: Male

Disability: No

Age:

Political Affiliation: No Party Preference

Ethnicity: White or Caucasian

Hispanic, Latino or Spanish origin: No

Part V: Signature

Signature: Kenneth A. Koch

Date: 4/18/2017 3:23:38 PM

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President of the Senate

April 18, 2017

The Office of the Minnesota Secretary of State

RE: Gambling Control Board Member Vacancy

Appointing Authority,

I am responding to your open appointment for the Gambling Control Board Member position. I am the previous incumbent, having been appointed by Governor Dayton for the term July 7, 2013 through June 30, 2017.

I wish to be considered for reappointment for this position and would like to provide a brief summary of my qualifications:

- 1) Provided the Board with the prospective of a member of an Organization that participated in Charitable Gaming activities. Recused myself from one Board action due to this conflict.
- 2) Was a member of the Rules Committee where I assisted with drafting language regarding electronic gaming security and operations based on my technology industry experience.
- 3) Participated in nearly all regularly scheduled meetings and items of vote.
- 4) Helped ensure a fair and unbiased Board for matters that came to us for comment and/or vote.

I believe that as the Charitable Gambling activities continue to experience double digit year over year growth, the role of the GCB to ensure proper industry oversight will continue to be needed. I see my continued role to help ensure that the GCB provides the same high level of professionalism in a cost-efficient manner.

Thank you for considering me for reappointment.

Kenneth A. Koch

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Roles

- IT Manager/Director
- Program/Project Manager
- Business Case Development
- P & L/Budget Management
- Team Leadership/Management
- Business Analyst
- ERP Package Selection
- Vendor Management (Domestic and International)
- Knowledge Transfer/Instructor
- Mentor/Auditor

Tools/Methods

- Life Cycle Management (SDLC)
- Microsoft Project/SharePoint
- CMM
- Rational RUP
- Agile
- Technical and Business Use Cases
- Object Oriented Design (OOD)
- Rapid Application Development (RAD)
- Joint Application Design (JAD)

Industry Application:

- Government
- Higher Education
- Retail
- Healthcare/Pharmacy
- Mortgage
- Service Providers/Consulting
- Banking/Financial Institutions
- Distribution
- Manufacturing
- Utility

Additional Training

- Total Quality Management
- Management Certificate – Univ. of MN Carlson School of Mgmt
- Project Mgmt Certificate -- AMA
- FEMA/Emergency Management Institute Certified
- US Dept of Homeland Security Chemical-terrorism Vulnerability Information Authorized User
- Crisis & Emergency Risk Communication during a Pandemic Certified by NC Public Health

Experience Summary

Ken Koch is a results-focused, outcome and value based business and technology professional with more than 25 years of progressive experience successfully leading business and technical initiatives. Demonstrated experience in program management, team leadership, and full life-cycle project management beginning with business justification and scope definition through application development, integration, testing, implementation, and roll-out. Accustomed to large, complex initiatives with budgets/resources of \$1 million/5 – 8 resources to \$50+ million/90+ resources, but has also worked in the SMB market, often managing three to eight, \$20K to \$500K strategic initiatives at once. Ken has a proven track record of leveraging various technologies to enable an employer to achieve their overall strategic and tactical goals, with extensive experience in delivering web-based and ERP business systems. An excellent communicator, Ken has the ability to provide strong leadership and build effective, high energy teams which support and deliver workable solutions for clients while coaching and mentoring team members under direction. Throughout Ken’s career in management and consulting, executives and clients describe Ken as a proven leader and an invaluable team member, but primarily a results-oriented performer and someone the team enjoys working for and with.

Skills Inventory

Project/IT/Business Management

- Program Planning
- Strategy Planning & Development
- Project Planning & Development
- Risk Management
- Communication & Organizational Change Management
- Scope Development and Management
- Resource Management/Mentoring
- P & L/Budget Management
- Implementation/Deployment

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Other Professional Skills

- Governor Appointed Director of MN Gambling Control Board
- Loins Club International: International Parade Director, Eagan Lions President (2013), Lion of the Year (2014), Melvin Jones Fellow Recipient (2014)
- FCC licensed Amateur Radio Operator
- Asst. Director of the Dakota County Emergency Communications response team
- Board Director of Eagan 4th of July Celebration (non-profit organization)
- Former City of Eagan Economic Development Commissioner
- 2013 Chair & 2016 Member Dakota Electric Director Nominating Committee
- Judge: 2007 MN State Fair Home Brewed Beer, Mead, & Cider Competition
- Publishing credits: *HumanResourcesIQ*, *Contract Professional*, *Contingency Planning & Management*, *Continuity Insight*, *Today’s Facility Manager*, *Midwest Wine Connection*, *TechTarget (SearchDisasterRecovery.com)*, *Golf Course Industry*, *Writers Weekly*
- Presentation credits: North American Gambling Regulators Assoc., Project Summit, Contingency Planning & Mgmt Expos, MN Gvt IT Symposium, Infotec, KC Connect, ICCA, FastTrac, Homeland Security Journal

Relevant Experience

- Best Buy October, 2014 –
Corporate Systems Product Capability Manager, Finance and Tax
- Managed two sales tax revenue sharing projects saving \$2+ million annual tax liabilities
 - Ensured sales and use tax application (Vertex) performed efficiently and correctly to process \$2.4B annual sales tax collections
 - Managed teams responsible for Reconnet, HFM, Varicent and TM1 applications
 - Responsible for IT projects, investments and process improvements for Oracle EBS Financial modules/applications and Vertex Tax (sales and use)
 - Manage business portfolio, IT investment intake/approvals and Project Management staff in delivery of direct and indirect initiatives
 - Provide frequent updates on roadmap, projects and operations to CIO and CFO (direct report and primary business sponsor respectively)
 - Liaison with five corporate Tax and Finance departments (e.g. Controllershship, Audit, etc.)
 - Provide primary US based corporate support for International Tax and Finance (Sabrix and SAP): Mexico, China, and Canada operations

- Phillips-Medisize July, 2014 – October, 2014
Program Manager
- Responsible for new product design/develop/manufacturing program for this medical device, multi-facility injection plastics firm for a third-party pharmaceutical customer
 - Responsible for project timelines, deliverables, scope; including FDA certifications (Biological Compatibility, Design Verification, Clinical Trails) for custom components
 - Team size of 66 FTE (mostly engineering professional) and budget of \$30 million
 - Brought in to stabilize and standardize 6 parallel product work streams (molding, assembly, QA) and improve timeline and critical path visibility

- State of Minnesota – Minnesota Zoo January, 2014 – August, 2014
PT Consultant/Project Manager
- Facilitate requirements gathering sessions with all departments, develop RFP process and document, guide vendor evaluations/budgeting/negotiations for new POS and CRM system

- Novus Media Group March, 2013 – April, 2014
Consultant Project Manager
- Managed the Novus implementation team for Microsoft CRM and Dynamics AX projects in this division of Omnicom Media Group. Implementation included custom media buy and reconciliation application development (java)
 - Managed the selection and implementation of Novus’ IBM/Cognos TM1 Budget and Planning in compliance with Omnicom standards, Sarbanes-Oxley and GAP

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Thomson Reuters November, 2012 – March, 2013
Consultant Project Manager; Global, Risk & Compliance (GRC) Division

- Managed the acquisition, configuration, and stand up of two international Thomson Reuters Data Centers for GRC applications (Singapore and Docklands, UK)
- Managed a Security Investment project that improved audit compliance (SSAE 16), customer benefits, and hardened software and hardware (vulnerability scanning management, patch management, etc.)
- Implemented Veracode and Qualys tools/products for application release scanning

City of St. Paul February, 2012 – October, 2012
Consultant Delivery Manager

- Assisted City with “restarting” previously shut down Infor/Lawson S3 ERP (HR, Payroll, Financials, Procurement) project
- Provided guidance to City Project Director on vendor negotiations with Lawson Implementation and RFP process for a Time/Schedule Capture vendor
- Managed requirements (as is & to be) gathering, gap analysis and decisions and implementation/configuration team of business, technical and Lawson resources

Prime Therapeutics January, 2011 – February, 2012
Consultant Project/Program Manager

- Assisted this Pharmacy Benefits Management (PBM) company with an ERP software selection process (business and technical requirements, selection scoring, etc.) and assisted with the selection and contract negotiations with Accenture as the PBM implementation partner. Drafted initial Accenture engagement Statement of Work (SOW). Built and managed SharePoint site for project repository.
- Program Manager for a \$5 million Capacity Upgrade to the Prime Mail Pharmacy fulfillment lines (two remote locations). Liaison with third party vendor for equipment installation and testing protocols without impacting production volumes
- Project Manager for a Medication Therapy Management (MTM) pilot program that utilized client data from BCBS-ND and Pharmacist network via an integrated vendor solution

Hennepin County December, 2007 – January, 2011
APEX Program Manager

- Responsible for the successful selection, contract negotiations, and implementation of the PeopleSoft Human Resources, Finance and Procurement application suite. Managed a \$45 million annual budget with 45 employees (technical and business, 10 direct reports), and 40+ consultants
- Delivered ERP implementation in four initiatives on schedule and within budget for this \$1.8 Billion, 8,000 employee County (largest in Minnesota)
- Developed RFP, analyzed responses, and recommended to County Board the third party vendor to assist with implementation. Negotiated and managed the implementation Statement of Work and all vendor relations
- Directed project staff on development of project tasks, decision making models, issue resolution and escalation. Responsible for the development and utilization of APEX SharePoint environment for all documentation, mods, etc.
- Absorbed existing Cognos/BI reporting environment into APEX project environment. Responsible for all technical support and development of both systems.
- Implemented Cognos TM1 Budget and Planning and integrated with PeopleSoft and Cognos/BI systems

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- Worked with County Commissioners and senior administration/management to define existing and new business processes, staff levels, and equipment to support new systems. Provided regular updates on progress, issues, and risks
- Coordinated with departmental IT divisions for technical integration and department directors/staff on business process changes
- Designed, prepared and created a post go-live support division including governance board to manage ongoing support, future initiatives and upgrades

Northwest Airlines

September, 2007 – December, 2007

Business and IT Consultant

- Helped identify and develop cost effective risk mitigation strategies for international airport staff when they experienced irregular operations situations (typhoon, snow storms, misconnects, cancellations, etc.)
- Developed RFP, analyzed responses, and recommended international third party vendor applications to support irregular operations.
- Worked with senior management to define existing and new business processes, staff levels, and equipment to support new customer notification processes
- Supported Ground Ops, Terminal Ops, Gate Agents and three Call Centers in Asia (Hong Kong, Singapore and Japan) for irregular operations process and procedure changes
- Managed scope of work within a \$3.5 million budget and international core team of six

Cargill, Inc.

April, 2007 – August, 2007

Project Manager for PMO

- Led Oracle, Informatica and web development teams in the design and coding of a custom, multi-million dollar commodities trading system/project
- System developed to ensure profitable trading positions versus previous risk positions of up to \$12 million in daily loss exposure
- Led web development team for a new sales support system for a Canadian acquisition.
- Led infrastructure upgrade team to address an audited deficiency in remote facility

Thomson Corporation

February, 2007-April, 2007

Project Manager – Finance+ SAP Global Integration (within Finance PMO)

- Led cross-functional and technical teams supporting the implementation of standardized SAP accounting practices within multiple operating companies and SBUs
- Source systems included PeopleSoft Financials, other SAP environments, and other accounting/reporting systems (e.g. custom, Hyperion, Greatplains, etc.)
- Facilitated localization design sessions for international operating entities to determine best practices for currency, procurement, A/P, etc.
- Worked with third party vendors (specifically banks) to implement EFT and positive pay processes throughout Thomson SBUs
- Led Procurement Workflow implementation
- Facilitated technical and business review sessions of strategy and design documents.
- Managed project plans for 8 operating companies
- Liaison for IBM Solutions Team (design, configurations, and development)
- Worked with Informatica Business Warehouse team to ensure integration and availability of data for conversions, interfaces, and reporting
- Worked with BASIS and ABAP development teams to define and test XI and iDoc interfaces for bolt-on applications

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- Responsible for the implementation – design, conversions, interfaces, modifications, training, and testing - of the SAP modules that support the following business processes: Procurement, Projects (e.g. budgets), A/P, G/L, Record to Report (regulatory reporting by country)

Thomson/West Corporation February, 2006-January, 2007

Project Manager within New Product PMO

- Responsible for the integration of an acquisition in the financial industry (SEC related).
- Coordinated staff, tasks, costs, and reported progress to senior management for a \$10 million merger budget.
- Delivered all milestones for merger integration on time and within budgetary goals allowing Thomson to capitalize and monetize acquisition within current fiscal year.
- Led business and development staff in the design, creation, and implementation of seven new Westlaw applications based on acquired company products (mainly financial). These were on track to generate \$25+ million additional revenue in the first year.
- Managed proof of concept product development with world-wide based team (Israel, India, Washington D.C., and Minnesota).
- Recommended process improvements where applicable to existing, early stage PMO

First Avenue Night Club November, 2006- January, 2007

Management Consultant

- Assisted this multi-million dollar club with accounting and POS systems upgrades
- Designed new chart of accounts to support desired functionality and identified possible enhancements (e.g. inventory management)
- Installed and configured software packages with historical data conversion (Accpac Accounting and Aloha POS)
- Trained employees on system usage, maintenance, and report writing

Transend International February, 2006-December, 2006

Management Consultant

- Assisted this international wine wholesaler/importer with start up activities (e.g. staff training, product procurement/pricing, marketing materials) and support for new initiatives and regulatory issues

D'Vine Wine Distributors July, 2002-February, 2006

Manager/Project Manager/Business Analyst

- Led the IS and Sales staff. Set performance goals and ensured staff met goals and/or received proper support.
- Responsible for growing start up company to over \$1 million in sales with associated IT systems (e.g. G/L, Inventory Management)
- Led multiple project teams responsible for installation of new WAN, VoIP, Business Process Development, etc.

Wells Fargo Home Mortgage March, 2002-December, 2003

Project Manager/Business Analyst

- Led the creation of internet/intranet applications (methodologies: SDLC, RUP, use case, storyboards) for refinance call center processing including planning, development, testing, and training (products included Websphere, Java, EJB, SQL Server)

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- Coordinated requirements with staff across all refinance processes (call center, legal, pre- and post-closing, imaging, etc.) for bi-monthly release schedule
- Managed stress testing and disaster recovery planning and testing of applications.
- Assisted with the creation of a new industry leading marketing program to increase market share.
- Interfaced with business and technical resources nation-wide to coordinate design, develop, and test full process flows (new and existing). Responsible for management and storage of all information in SharePoint repository.

Allina Health Systems October, 2001-February, 2002

Project Manager/Business Analyst

- Led optical system projects for patient record retention and HIPAA including planning, development, testing, and training (products included Datacap, Optika, Logician, SQL Server)
- Analyzed existing systems and recommended/implemented process improvements.
- Investigated ROI for converting systems (examined Metafile, OnBase, Content Manager, etc.).
- Developed end-user training documentation and provided training at clinic sites.
- Designed, developed, and tested XML, ASP, HTML, and Perl scripts/modules to support imaging activities (e.g. annotations, tracking, viewing, etc.).

University Hospital System, Philadelphia, PA April-October, 2001

Project Manager

- Was in charge of \$1.2 million PeopleSoft HRMS upgrade from 7.02 to 8.0.
- Developed end-user process documentation and training, and provided train-the-trainer training.
- Developed and maintained project plan, lead project team and interacted with sponsors.
- Facilitated and documented “as is/to be” business requirements sessions. Managed SharePoint repository of documentation.
- Evaluated existing processes for best fit solutions and developed re-engineering plans or system design specifications for each process.
- Led development team for customizations and new development (application and internet based).
- Ensured client SDLC (system development lifecycle) methodology and standards were used by all team members including consultants.
- Worked with Finance department to maintain Payroll to G/L and labor tracking systems during upgrade.

CES International, Plymouth, MN 2000

Project Manager/Practice Manager

- Lead the implementation of standard and custom software systems to the utility and transportation industries.
- First Project Manager brought into new Professional Services/Program Office (PMO).
- Developed a standardized implementation methodology (based on SDLC and RUP) for Professional Services, product suite includes Unix, Internet (e-commerce), SCADA integration, MQ Series & Oracle.
- Acting Minneapolis Practice Manager.
- Provided project management mentoring for in-house staff.

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- Project Manager for the implementation of several customized CES systems (\$1+ million budgets). Customer's were worldwide- England, Ireland, Australia, USA.
- Interfaced with customer in Australia for the delivery of a CES system in England under ISO 9001 and IEEE standards.
- Provided contract negotiation and contract management for sales and services.

University of Minnesota 1997-1999

Project Manager/Business Analyst

- Assisted implementation of PeopleSoft Human Resources and Student Administration.
- Provided interim lead support for Interface, Reports, and Modifications teams.
- Managed a team of 18 functional and technical staff.
- Developed, maintained, and reported status on project plan.
- Developed and tracked \$2+ million conversion budget.
- Designed methodology for conversion and trained team on usage.
- Successful conversions included: 4.2 million financial transactions over a five month period; 700,000 personal data rows; 20+ million legacy data rows into 100 million historical data rows in PeopleSoft.
- Designed data validation and correction routines that limited errors to less than 1% of total data converted thus reducing manual cleanup effort.
- Lead performance improvement team which reduced batch processing times by greater than 50% via several hardware and software changes.
- Assisted Web development team with integration of their product (IBM WebSphere, CGI, Java, HTML, & Tuxedo) to PeopleSoft.

Other Previous Work Experience

Northern States Power Company

Business Analyst

- Analyze existing IT processes and business analysis to support a proposed merger.
- Analyze acquisitions IT processes (most SAP R/3).
- Recommended systems to merge, improve, or eliminate processes.
- Designed IT merger strategy including budget and staffing needs.

Osmonics, Inc.

Information Systems Manager

- Directed all IS functions, including staffing, budgeting, and strategic planning for 8 US and 2 International manufacturing locations.
- Responsibilities include management of LANs, WAN, desktop (PCs), and minicomputer purchasing and support.
- Negotiated favorable contracts with hardware and software vendors.
- Project Manager for a software selection team and presented recommendations to Board of Directors for implementing the SAP R/3 client/server system to replace existing mainframe environment.
- Project Manager for the multi-million dollar implementation of SAP R/3.
- Responsible for hiring, retaining, and supervising 8 direct reports and 14 consultants. Also had 8 team leaders and up to 20 other team members concurrently report as part of the SAP implementation.
- Team Leader for the implementation of SD module, including analysis, configuration and reports.

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- Successfully converted company from an outsourcing vendor to an in-house IS department on schedule and under budget as part of the R/3 implementation.
- Active team member for: a video conferencing project, corporate web site for marketing, and a sales force automation project for 120 sales people.
- Developed and tested corporate-wide disaster recovery plan.

ADDCO, Inc.

Information Systems Manager

- Directed all IS functions, including staffing, budgeting, and strategic planning for three subsidiaries and corporate headquarters.
- Project Manager for the implementation of manufacturing and financial accounting software packages. Implemented system on time with no disruption to company.

Travelers Express, Inc.

Business Analyst/Project Manager

- Developed system specifications for mainframe and PC based financial applications.
- Performed application programming for new and existing programs.
- Assisted with training and development of junior staff.
- Project Manager for the implementation of a check clearing software package (PEP+).
- Trained end users in operation of new check clearing system.
- Lead extensive interaction with the Federal Reserve Board to have system approved by deadline

Elert & Associates, Stillwater, MN

Contract Trainer

- Provided client end-users with training on MS-Project.
- Assisted with new business development and courseware development.

ISD #196

1992-2000

Community Education Instructor

- Developed and presented adult community education classes for PC based software including MS-Excel, PowerPoint, and Word.

SCICOM Data Services

Systems Programmer/Analyst & Project Manager

- Responsible for the creation, updates, and annual testing of disaster recovery plan.
- Translated customer requirements into code.
- Managed outsourcing contracts with clients.
- Maintained system software (VM, VSE) and performed upgrades and patch maintenance.
- Managed vendor relations for hardware and software.
- Managed special projects (e.g. document imaging, proof of concepts, etc.)

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Technology Experience/Key Words

Oracle EBS	SharePoint	MQ-Series
SAP	Microsoft Office Suite	Optika
PeopleSoft	- Word	Logician
Vertex	- Excel	SQL Server
Sabrix	- Visio	Accpac
ASP	- PowerPoint	COBOL
.Net	Primavera	Great Plains
MS-Project	Microsoft Dynamics AX	Informatica
Visual Basic	Salesforce CRM	Lawson/Infor S3
Hyperion	Cognos TMI	QuickBooks
On Base	Unix	

What others have to say

- “It has been my pleasure to work with and get to know you.” R.F. Deputy Director, City of St. Paul
- “You have been a key partner in developing the plan for CAS (Contract and Analysis Services) and for assisting in its execution. Thank you for all your help.” T.F., Deputy Director, City of St. Paul
- “We would never have gotten this far, this quickly, this successfully without you leading the program and projects. There are lots of followers, administrators and managers, but very few leaders. You are a leader. Thanks for all your support, guidance, constructive criticism and friendship over the past few years.” G.S., IT Manager, Hennepin County
- “I thought your presentation was very, very good. Some of us (myself included) could stand to take presentation lessons from you!” K.T., IT Manager, Hennepin County
- “Thank you and the team at Cargill IT for making this project a success and a pleasure to be involved in. You are a very professional and hard working team.” E.O., Business Manager, Cargill
- “He has provided excellent project management support to numerous GSI on Westlaw projects”, R.M., Program Director, Thomson Corporation
- “Ken is a Senior Project Manager who brings both IT/IS and business management experience. The best thing about Ken is that he works well with all levels in an organization and has a wonderful, friendly personality. If given the chance to work with Ken again the future I would do it in a heartbeat.” M.H., Thomson/West
- “Ken was a great person to work with while at Wells Fargo. He had a unique mix of qualities that enabled him to thrive in a very (!) chaotic atmosphere. He was very good at keeping many connected concepts in his head, as well as keeping the team moving in the right direction.” R.C. Development Manager, Wells Fargo
- “We could not have gotten here without your work. Period.” M.R., CFO, MN Zoological Society

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