



CITY OF MELROSE
PUBLIC SERVICE COMMITTEE
AGENDA • MAY 5, 2022

Council Chamber, First Floor, Melrose City Hall Committee Meeting
562 Main Street, Melrose, MA 02176

7:45 PM

The public should take notice that the Melrose City Council may, on certain occasions, have a quorum in attendance due to standing committees of the City Council consisting of both voting and non-voting members. Members attending this duly posted meeting are participating and deliberating only in conjunction with the business of the standing committee.

I. CALL TO ORDER

Robb Stewart	Chair
John Obremski	Vice Chair
Jack Eccles	
Ryan Williams	
Manjula Karamcheti	
Christopher Cinella	President, ex officio

II. PUBLIC COMMENT

III. ORDERS

1. **ORDER-2022-112** : Appointment of Christopher Bernard, of 71 Cranmore Lane, to the City of Melrose Soldiers and Sailors Memorial Building Board of Trustees.

Offered by: Mayor Paul Brodeur

From: City Council

ASSIGNED TO COMMITTEE

IV. ADJOURNMENT



PAUL BRODEUR
Mayor

CITY OF MELROSE

OFFICE OF THE MAYOR

City Hall, 562 Main Street
Melrose, Massachusetts 02176
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MEMORANDUM

To: Melrose City Council
From: Mayor Paul Brodeur
Re: Soldiers and Sailors Memorial Building
Board of Trustees Appointment
Date: April 26, 2022

I respectfully request the Honorable City Council confirm the appointment of Christopher Bernard, of 71 Cranmore Lane, to the City of Melrose Soldiers and Sailors Memorial Building Board of Trustees for a three-year term, said term to expire the last day of February 2025. Bernard's appointment would replace Eric DiNoto's appointment, which expired on the last day of February 2021.

In his capacity as a member of the military, Christopher Bernard's prudent leadership skills safeguarded the lives of thousands of Soldiers and Marines renovating a multimillion-dollar ship and led to a 99% mission completion rate in the Middle East and Pacific. As a civilian, Christopher has continued his tradition as a mentor to others – as a leadership consultant, a strategy consultant, and as a product manager for various industrial science and tech organizations.

In reflection of his vast experience as a leader and advisor to others – both in his role as a member of the armed forces and as a civilian - it is my firm recommendation that Christopher join the Soldiers and Sailors Memorial Building Board of Trustees.

Thank you for your consideration.

CHRISTOPHER BERNARD

71 Cranmore Ln, Melrose, MA 02176 | [REDACTED]

[REDACTED] bernard1

EXECUTIVE SUMMARY

- A product management leader with a rare combination of technical aptitude, business acumen and operational management refined through experiences as an engineering undergrad, 10 years of military leadership and a Wharton MBA. Brings a wide-ranging background from building a B2B SaaS analytics platform in a startup environment. managing an integrated partnership ecosystem and building an Industrial IoT platform.

EXPERIENCE**POSTPROCESS TECHNOLOGIES INC****Remote, Melrose MA****Software Product Manager****2021- Present**

- As a Director level Product Manager, created a multi-tiered software strategy to add Annual Recurring Revenue that complemented the hardware-chemistry-software total solution for additive manufacturing customers. Formulated offerings to maximize the addressable market and target multiple segments in the current customer base.
- Driving the roadmap to commercialize the product and develop an on-premise and cloud solution for the CONNECT3D IIoT platform. Incorporated numerous features to transform a development project into a commercialized product.
- Leading the integration of a new machine and software combination through a combination of remote and AWS infrastructure. Transformed the current SW into Helm / Kubernetes for deployment in AWS.

VERIZON CONNECT**Waltham, MA****Product Manager, Partners and Integrations****2019- 2021**

- Lead the Integration and Partners Tribe in a Kanban environment to drive the Strategic Roadmap and transform the product marketplace into a full self-service, eCommerce marketplace enabling customers to integrate their fleet with a few clicks of a button. Developed a UX that reduced time to integrate from over a month to under 3 days, reduced onboarding costs to near \$0 and increased integration upsells by 15% shortly after launch.
- Drove the partnership portfolio including resellers, partnerships and integrations by managing business development and legal to source, negotiate and close partnership contracts. Personally lead the development and integration post partnership agreement closing resulting in launching 12 new partners globally in 2020.
- Managed API gateways and libraries for two product brands under the Verizon Connect telematics platform. Functioned as the technical expert and go to for all product integrations.

eTECHNOLOGY SERVICES INC.**Peabody, MA****Senior Product Manager****2017- 2019**

- Led a 4-person development team in a startup environment and built a SaaS application and database platform for the middle market US Commercial Auto Insurance industry based on personally identifiable in-vehicle geospatial (IoT) data, leading to an immediate 20% improvement in policy pricing accuracy for eTech's parent insurance operation.
- Negotiated partnerships and integrations with a portfolio of over 50 Telematics Service Providers to enable a technology agnostic application enabling the capability to integrate with almost any in-vehicle telematics (IoT) devices.
- Developed proprietary analyses and algorithms leveraging machine learning to transform IoT data and integrate third party data to provide a more granular view of policyholder risk. Designed the entire platform including UI/UX, multiple, dynamic business intelligence visualizations and complex geospatial analyses in SQL and R.
- As the Product Manager/ Owner, transitioned the development team from a waterfall methodology to embracing a user-centered design based on Agile methodologies.

Strategy Consultant**2016- 2017**

- Developed a rapid market assessment for the viability of a vehicle-based data platform to increase the profitability of eTech's parent commercial insurance operation, which consisted of a portfolio of \$250 million in gross written premium.

CHRISTOPHER BERNARD

- Developed the business model for a subscription-based US Commercial Auto telematics platform due to the lack of a commercially available platform that incorporated return from integrating underwriting, loss prevention, rating verification and claims processes.

E. I. DUPONT DE NEMOURS CO.**Management Leadership Development Consultant****Wilmington, DE
Summer, 2015**

- Identified key levers of improvement across a broad portfolio of products across several major business lines for the market leader in the U.S. thermoplastic industry.
- Analyzed the entire U.S. sales force responsibilities and determined significant key driving factors affecting sales volume resulting in the recommendation of 2 FTEs at optimal locations to increase revenue growth in underserved segments of the market.

UNITED STATES NAVY – USS ESSEX (LHD-2)**Head of Safety****San Diego, CA
2013-2014**

- Commanding Officer's direct representative for all health, safety, and environmental programs for a \$400 million ship during a \$200 million maintenance overhaul period.
- Ensured the safety of all personnel onboard including 1000 Sailors and a detachment of 1400 Marines. Managed all OSHA compliance and training including HAZMAT, environmental and electrical safety in low and high voltage applications.

UNITED STATES NAVY – HELICOPTER MARITIME STRIKE SQUADRON 41**Director of Curriculum, Assistant Director of Scheduling****San Diego, CA
2010-2013**

- Instituted a self-developed, innovative technology platform to reduce scheduling workforce hours by 40% that resulted in a 100% on time graduation of 203 students without requiring any extra resources.
- Led 12 Sailors to maintain a dynamic curriculum to train over two 500-person squadrons of Naval Aviators. Managed 9 aircrew training syllabi including direct coordination with multiple NATO and Middle Eastern countries to develop curriculum for International Military Students totaling \$1.3 million in budget resources.

UNITED STATES NAVY – HELICOPTER ANTI-SUBMARINE SQUADRON LIGHT 43**Senior Maintenance Manager****San Diego, CA
2009-2010**

- Coordinated post deployment maintenance inspection of two helicopters resulting in 100% of the programs passing and labeled as highest Naval Aviation Maintenance level of achievement of Outstanding. Coordinated supply chain logistics ensuring minimal down time during extensive maintenance periods not normally completed at sea.
- Led 17 maintenance personnel onboard ship and responsible for the safe operation and repair of two helicopters, valued at approximately \$20 million each, resulting in a 99% mission completion rate in support of combat operations in the Middle East and Pacific.

Senior Operations Manager, Line Operations Manager**2007-2009**

- Coordinated, scheduled, and executed 500 flight hours with a two-helicopter detachment working with an air wing composed of nine squadrons with a \$1 million operating budget in order to maintain maritime battlespace dominance.
- Led a division of 18 Sailors responsible for daily maintenance and safety inspections on 12 helicopters and rejuvenated the qualification and training process that qualified 12 additional personnel increasing the qualification rate by 27%.

UNITED STATES NAVY – AVIATION FLIGHT SCHOOL**Student Naval Aviator****FL,TX,CA
2004-2007**

- Learned to fly and fight multiple Navy aircraft to support Naval Operations worldwide and graduated in the top of the class in a program with a 60% selection rate of officers and a 25% attrition rate.

EDUCATION**THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA****Philadelphia, PA**

CHRISTOPHER BERNARD**Full Time MBA: Majors in Operations, Finance, and Management****2014-2016**

- Focus in strategy, operations, financial modeling and valuation.
- Officer of the Veteran's Club and the Beer and Brewmasters' Guild; Member of the Wildmen Hockey Club.

**UNITED STATES NAVAL ACADEMY
BS in Mechanical Engineering****Annapolis, MD
2000-2004**

- Graduated with honors and earned an overall 3.6 GPA and a 3.9 GPA in major with a focus in heat transfer.
- Inducted into the Tau Beta Pi honor society and passed the Fundamental Engineering Exam.

ADDITIONAL INFORMATION

- Skills: Proficient in SQL analysis, Excel business modeling and statistical modeling in R and Python.
- Interests: Enjoy woodworking, home brewing, cooking, motorsports, and am always building something cool!

April 25th, 2022

Chris Bernard
71 Cranmore Ln
Melrose MA 02176

To the City Counsel of Melrose,

My name is Chris Bernard and I humbly submit my name for nomination to the Board of Trustees for the Soldiers and Sailors Memorial Building. I bring a wide range of experiences including a Mechanical Engineering degree from the U.S. Naval Academy, ten years of military experience as a Naval Aviator, an MBA from The Wharton School and civilian experience as a Software Product Manager.

Throughout my academic and professional life, I have been exposed to military and civilian historically important venues and hope to steward these facilities onto future generations. From the solemn Memorial Hall at the Naval Academy to the jovial World Famous I-Bar at Naval Air Station Coronado to the historic 23rd Street Armory in Philadelphia, I understand how these important landmarks can bring everyone in a community together. I have witnessed how buildings like the Melrose Soldiers and Sailors Memorial Building can simultaneously be a monument for those that have come before, an approachable venue for all and an inspiration for new generations to serve. I would love to use my experience to continue this fine tradition in Melrose.

I thank you for the opportunity to present myself to the City Council and the Board of Trustees, and thank you for the opportunity to start a new chapter of service to the Melrose Community.

Very Respectfully,

Chris Bernard