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Senior Business Executive with extensive experience in Fortune 100 Multinational Corporations. Demonstrated ability to set vision, develop strategy, build teams and lead an organization to achieve goals. Demonstrated success in leading company businesses and operations to peak levels of revenue growth and profit performance.

Considered a process oriented problem solver and a cross-functional team player in business operations. Has held multiple global assignments, having lived in Europe and North America. Significant leadership experience in P&L management, operations, R&D, international business development, business turnarounds, restructurings, and acquisitions.

Experience

October 2015 to now **Liguria Digitale scpa – Genova - ITALY**
Chairman of the Board and Chief Executive Officer
(Amministratore Unico)

Primary Responsibilities

- Position reporting directly to Regione Liguria Council (99.5% Owner of the Company).
- 422 employees with about €50 million Revenue.
- Run the company as a private independent company, even if owned by public administration.
- Design, build and maintain the digital infrastructure of Regione Liguria to allow citizens, enterprises and tourists to enjoy Liguria area and develop their own businesses in one of the best places in the world.
- Gain leadership and competitiveness versus benchmarking industry for quality and cost of digital infrastructure and services.

March 2007 to Feb 2016 **Carestream Health Inc. (ONEX)**
Rochester, NY USA
President, Medical X-Ray & Printing Solutions

Primary Responsibilities

- Position reporting directly to the CEO.
- One of the three Business Leaders (Presidents) of the Company.
- \$1.2 Billion business generating \$290 Million EBITDA.
- About 4,500 people as direct reports.
- Lead business development, product portfolio management and cash flow generation overachieving 2007-2014 Company Strategic Plan.
- Lead Go-to-market remodeling and implementation worldwide.
- Lead business consolidation in the industry (manufacturing & logistics).

Results

- Overachieved revenue and EBITDA better than plan consistently every single year since 2007, generating a 8-year cumulative \$510 million EBITDA above initial plans.
- Envisioned, developed and executed new 5-year strategy to lead market and business worldwide in spite of industry consolidation.
- Started a new business in Display (mobile phones, computers and touch-screens) and Solar energy industries using core technologies and core manufacturing assets to develop and commercialize Transparent Conductive Films.

- Implemented new Go-to-market and compensation program to deliver market share growth, increased gross margins, and overall increased price through improved pricing and mix.

July 2006 to Feb 2007 **SGS**
Geneva, CH
Vice President, Continuous Improvement

Primary Responsibilities

- Position reporting directly to the CEO.
- Create a Network Optimization Concept (Network Advantage) across the all Company, according to the 2006-08 Strategic Plan.
- Create and develop a flexible network of laboratories and field activities with shared capacity and capability and a virtual back-office with optimized dispatch and support functions.
- Realize a net benefit of CHF 20M by end 2006 and CHF85M by end 2008.
- Supervise and coach heads of laboratories, heads of back-office programs and their teams.
- Maintain regular contacts with COOs and EVPs to facilitate change management and change implementation.

Results

- Delivered full concept and plan for 2006-2008 time frame.
- Developed relationships and commitment from local management about major implementation plans to generate CHF 20M savings in 2006.
- Lead execution activities that generated CHF 24M cash in 6 months.

November 2004 to **Eastman Kodak Company**
June 2006 **Rochester, NY, USA**
WW R&D and CTO (Chief Technology Officer),
Vice President, Health Imaging Group

Primary Responsibilities

- Position reporting directly to the President, Health Group, Eastman Kodak Company
- Establish technical strategies and Technology/Products/Systems roadmaps to achieve the Division Strategy Plan (\$2.9B Revenue).
- Deliver development of products and systems according to business plans.
- Work directly with Corporate R&D and Business Teams to set R&D budget and execute programs according with business plans.
- Direct report of 1,200 highly skilled people in 15 R&D facilities on worldwide basis and \$180M R&D budget.

Results

- Delivered new products & systems as for plan, with significant savings on budget (\$20M in 2005).
- Established a new commercialization process according to Six Sigma practices.
- Completed organizational design and began implementation of new labs worldwide.
- Began business development activity culminating in business and technical relationships with partners to accelerate technical and GTM progress.
- Developed new financial management practices to achieve budget goals.
- Full established links with Health Industry, WW committees, WW Technical Community.
- Participation to several Conferences and public Events on R&D Strategy & Vision in New York State.

January 2002 to **Eastman Kodak Company**
October 2004 **Genoa-Italy / Rochester, NY**
WW General Manager, Services SPG,
Vice President, Health Imaging Group

Primary Responsibilities

- Position reporting directly to the President, Health Group, Eastman Kodak Company.
- Direct responsibility for Services business (Services, Professional Services, Managed Services) for Health Imaging Group Worldwide.
- Position included responsibility for all major functions of the Healthcare Services business: marketing, sales, finance, channel, R&D, operations, delivery, parts management and communications.
- Revenues in excess of \$340M, EFO at 25+%, and personnel approximately 2010+ employees.
- Responsible for providing services solutions to the medical marketplace, including capture, process, print, viewing and distribution.
- Emphasis on growth of Kodak's largest service business.
- Primary responsible for the relationship development of luminaries within the medical market.

Results

- Lead 24+% annual growth in revenue (from \$185M in 2001 to \$340M in 2004) and earnings during 3 years, achieving 25% EFO every year.
- Lead a team of 2,010+ highly technical skilled engineers and managers worldwide.
- Envisioned, developed and executed new service delivery model for IT systems based on remote support from Technical Centers in strategic locations in the world.
- Commercialized new services that support the breadth of Kodak's medical imaging and information product portfolio, especially in the IT digital arena.
- Increased service attachment rate from 54% to 79% worldwide.
- Implemented new compensation program to deliver growth, increased gross margins, and overall increased price through improved pricing and mix.
- Implemented extensive change management through new services delivery systems, organizational change, people development and process change (performance managed bottom 20% of organization and promoted top 10 high potential individuals each year).

**December 2000 to
December 2001** **Eastman Kodak Company
Genoa-Italy
Director of Services
Europe, Africa, Middle East, Asia Pacific, Japan**

Primary Responsibilities

- Senior position reporting to the General Manager, Europe, Africa, Middle East, Asia Pacific, Japan Operations, Health Imaging Division and Vice President, Eastman Kodak Company.
- Direct responsibility for Services business (Services, Professional Services, Managed Services) for Health Imaging Group into the above geographic boundaries.
- Responsible for the management of the complex operational cycle from service sales to service delivery to credit management in very diverse countries, cultures and customers.
- Revenues in excess of \$105M, EFO at 27+%, and personnel approximately 1010+ employees

Results

- Lead 22+% annual growth in revenue and earnings during 2 years, achieving 25+% EFO every year.
- Increased service attachment rate from 65% to 84% in the above geographic boundaries.
- Redefined a new service business model structure with the development of highly committed lines of management to increase revenue and position the area for future growth.
- Managed the transition from the traditional technologies to the digital business through technical training, new services partners and lean structure.

**April 1999 to
November 2000** **Eastman Kodak Company
Genoa-Italy
Professional Services Manager
Europe, Africa, Middle East Regions**

Primary Responsibilities

- Senior level position reporting to the Regional General Business Manager and Vice President, Europe, Africa and the Middle East Region, Health Imaging Division.
- Responsibility for Professional Services Business in Europe, Africa, Middle East & Russia Region (EAMER), including responsibility for technical services delivery and new product technical introduction in the Regions.
- Manage revenues from Professional Services in excess of \$25M, with an organization of 90+ people and operating budget of \$18M.
- Envision, develop and execute the formation of a customer oriented, state of the art Innovation and Technology Center, located in Genoa, Italy.

Results

- Achieved financial goals.
- Established a new process into European Regional organization to successfully introduce new Technologies, Products & Applications for Health Imaging Group (Analog systems, Electronic Printing, Digital Systems & Network, Integrated Solutions).
- Developed a technical exchange network among R&D laboratories and regional technical services teams.
- Introduced several new professional services to complement the IT products & systems offering of Kodak Health Imaging Group, like project management, network services, integration services, application consulting, digital imaging optimization.

**October 1995 to
March 1999** **3M - Imation
Minneapolis/St.Paul - MN - USA
Tech.Service and Laboratory Manager**

Primary Responsibilities

- Position reporting to Divisional Technical Director (CTO) for 3M Medical Imaging.
- WW R&D responsibility for Media development in Medical Imaging for 3M Medical Imaging and Imation Corporation.
- Manage integration with 3M Corporate R&D Laboratories and technology advanced development into the business unit.
- Manage an organization of 150+ individuals and an operational budget of \$25M.
- Responsible for establishing, monitoring, implementing, and measuring the long-term and short-term strategies for product development in Media for Medical Imaging.
- Lead a WW Technical Services organization to develop Service resources in the Field and manage customer call escalation.
- Responsible for employee satisfaction, customer satisfaction and shareholder satisfaction.

Results

- DryView Media (flagship product) for Electronic Medical Imaging (\$ 160 Million/year).
- Successful commercialization of DryView Media version 1.3, 1.4 and 2.0 (50 people Team).
- New Medical Imaging Application of InkJet Technology (feasibility Study and Business Plan).
- Successful commercialization of improved releases of X-Ray films for Medical Imaging.
- R&D integration of Technologies, Products & Strategies for Medical Imaging (Analog and Electronic Printing).
- Launch of European Tech. Service for Medical Imaging (42 people, Analog, Electronic Printing, IMS).

Other Experiences

1991-1995

3M - Medical Imaging Ferrania (SV) – Italy

R&D Manager

Research and Product Development in Conventional X-ray Imaging. Trimax X-ray Films, Processing Chemistry and Image Quality Products. 25 people direct reporting (50% University graduated).

Matrix integration among Central Research Labs (Organic Chemistry, Analytical Chemistry, Rheology, Imaging Technology, etc...) and Product Division Functions (Marketing, Sales, Manufacturing, Manufacturing Technology, QA, Tech. Service).

1986-1990

3M - Medical Imaging Ferrania (SV) – Italy

R&D Supervisor/ Senior Organic Chemistry Scientist

Nine (9) medical imaging Products from Enabling Technologies to Product Commercialisation.

Experience in Product Management through people leading, computer tools, multifunctional teams, QFD, critical path analysis.

Ten (10) Patents, worldwide filed. Three (3) new proprietary chemicals invented and introduced in full production.

Two month assignment at University of Florida, Gainesville - FL - USA, to lead a joint program in Heterocycle Chemistry with Prof. Katritzky.

Education

1979-1985

University of Genoa

Genoa - Italy

Laurea, Summa cum Laude, Chemistry and Pharmaceutical Technology.
Laurea, Summa cum Laude, Pharmacy.

Executive Education and Coursework:

Military Service as Navy Officer (GuardiaMarina CP) in Italian Navy.
University of Minnesota, Minneapolis, MN: Program Management, 1996
IMD Lausanne, CH: Change Management Course, 2000
IMD Lausanne, CH: General Management Course, 2001
Executive MBA, Business School of Management, University of Michigan, 2003

Other Interests

Sailing (owner of Dufour 44 Performance), Mountain Climbing, Skiing, Ski-mountaineering, Computers. Social Activity as Boy-Scout Leader from 1980 to 1986.

Personal Data

Birth date: Oct. 31st, 1959 in Genoa, Italy.
Nationality: Italian
Married with Laura Sansebastiano.
Father of Matteo (1991) and Francesca (1993).