

TOOLTECH 2019 SPEAKER BIOS



John M. Waraniak
Vice President of Vehicle Technology
Specialty Equipment Market Association

John Waraniak has been in the aerospace, automotive, racing and performance industries for over 25 years with rich systems engineering experience, innovative technology insights and frontline lessons for competing and winning in today's Automotive 4.0 transformation. John has been Vice President of Vehicle Technology at the Specialty Equipment Market Association (SEMA) since May 2006. In this role, he helps leading automotive and performance aftermarket companies integrate their products with the latest advanced vehicle technologies and capitalize on new business and product development opportunities. He is an acknowledged leader and advocate for automaker-aftermarket-technology innovation and collaboration for advancing safety performance, connected, assisted and automated driving, new mobility solutions, generative design and systems engineering management. He has held executive positions at General Motors, Hughes Aircraft, Northrop and is a founding member of the SAE Connect2Car Executive Leadership Committee.



Jeff DeGraff
Clinical Professor of Business Administration
University of Michigan's Ross School of Business

Jeff's teaching, research and writing focuses on leading innovation and creativity. He is co-author of several books including *Creativity at Work*, *Leading Innovation and Competing Values Leadership*. His PBS program *Innovation You* introduces his ideas about innovation to viewers across America. He writes a syndicated column for *Fortune*, *Psychology Today* and the *Huffington Post*. He has consulted with hundreds of the world's most prominent firms and has developed a broad array of widely used creativity and innovation methodologies and tools. Dr. DeGraff founded a leading innovation institute, *Innovatrium* (www.innovatrium.org), with labs in Ann Arbor and Atlanta.



Evan Hirsh
Evan Hirsh is an advisor to executives in the automotive and industrials industries for Strategy&, PwC's strategy consulting group. Based in Chicago, he is a principal with PwC U.S. He serves clients on major business improvement programs and growth strategy. Mr. Hirsh has over twenty years of global consulting experience. He has a particular focus in sales, marketing and distribution channels. He has co-authored a book and several articles on these topics. Prior to joining Strategy&, Mr. Hirsh spent five years at Intel Corporation. Mr. Hirsh received both his MBA degree with distinction and an MS degree in operations research from Cornell University. He holds a BS degree in mathematics with honors from the University of North Carolina in Chapel Hill.



Chris H. Gardner, MAAP
Senior Vice President, Operations
Automotive Aftermarket Suppliers Association (AASA)

Gardner is part of AASA's senior leadership, manages staff operations and directs technology initiatives for members. He provides executive leadership for the AASA Technology Council, Mobility Technology Council, Intellectual Property Council and the AASA Technology Conference, which is the leading technology event in the North American Automotive Aftermarket industry. He also provides executive oversight over AAPEX for AASA. Gardner has more than 30 years of experience in the automotive industry, has received two automotive component patents, and has written dozens of articles and white papers on various automotive materials and processes. He has been with the MEMA/AASA organization for 20 years. Gardner has a B.S. degree from North Carolina State University and Masters in Automotive Aftermarket Professional from Northwood University's University of the Aftermarket. He received the Northwood University Automotive Aftermarket Management Education Award. He is a Lifetime Trustee with and serves on the board of the University of the Aftermarket Foundation.

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AI Haberstroh is a partner and Chief Strategy Officer at MontAd Media, a data marketing company serving the auto aftermarket. He has over 25 years experience driving business for companies in the retail, manufacturing, and service industries.

In his career AI has developed numerous innovative, revenue driving solutions for marketers of all sizes. He was an early adapter of content and database marketing and was instrumental in the development of two new proprietary marketing tools for the aftermarket; Shop Reach 360 and Audience ID.

MontAd Media is the agency for the successful Know Your Parts Campaign developed for the AASA. AI and his team developed and manage the Know Your Parts website, <http://www.knowyourparts.com/> which gets around 150,000 visits a month from repair professionals and high-value DIY consumers.

AI is a frequent speaker and presenter at marketing and aftermarket events and is a former President of The Automotive Communications Council.



Kumar Saha is the Director at Frost & Sullivan and Client Value-Add-in-Chief, based in North York, Ontario, Canada. Kumar is a dynamic strategy and market research executive with 12+ years of experience in automotive and media industries, with solid track record of revenue growth, cost optimization and operations excellence. Kumar is a C-suite advisor supporting automotive, technology and finance decision makers pursue new revenue opportunities, enter new product or regional markets and futurize their businesses. Kumar is passionate about the intersection of market research, data analytics and corporate storytelling / brand development.



Tim Woods is a Founding Partner of POCO labs a Product Development and Consumer Research Company. Mr. Woods, is also the General Manager of the Autonomous Vehicle Alliance at 501C-6 collaborative research organization focused on Consumers, Business and Cities and the potential opportunities around L4 and L5 Autonomous Vehicles. Tim is a nationally recognized consultant with over 25 years of experience, working to drive innovation and the appropriate use of technology in everyday consumer products and services. He is a respected source of information to the media and has appeared on The Science Channel, Food Network, HGTV, CNN and others as a resource to discuss the future and technology.



John was most recently Global Technologist and Head of the Ford Developer Program with Ford Motor Company. Under his leadership, John's team delivered a number of automotive industry firsts including SmartDeviceLink, the open source version of Ford's award-winning AppLink technology connecting brought-in devices to vehicles and the genesis of Google, Apple and MirrorLink technologies, developer.ford.com, Ford's developer program with over 10,000 unique and global content providers all committed to developing for AppLink/SmartDeviceLink as well as a 2014 software developer conference attended by over 175 world-class developers from 15 countries. John's team also delivered a ground-up design and development of a service delivery network that helped propel the MyFordMobile product to award-winning status.

During most of his career, John worked for Motorola where he held key leadership positions in engineering, product management, software & services, marketing and strategy. While there, John participated in developing, marketing and selling Motorola's mobile software and services, their software developer ecosystem (developer.motorola.com), and industry-leading Open Source Software program (opensource.motorola.com).

For the past 18 years, John has been the managing director of Ellis & Associates, the management consulting firm he founded in 1997. Originally established as a boutique training firm focused on international business and culture, the firm now serves clients in the world where automotive, consumer, connectivity and software intersect.

As a designer and lead instructor of the Connected Vehicle Professional certificate course, John is frequently called upon as a software expert for interviews, keynotes and panels to discuss software security and the new business models traditional "ship and forget" companies like automotive companies need to adopt in order to be "ship and remember" companies and adequately address cyber security concerns and pending legislation.

John served as an adjunct professor at Notre Dame University teaching financial math to Executive MBA students from 2002-2010 as well as a translator in the 1992 Summer Olympics.

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Joe LaCross is the Head of Corporate Partnerships at Pitstop. Pitstop is Your Personal Pocket Mechanic. With a sophisticated predictive maintenance engine, Pitstop predicts vehicle failures to save time and money on repairs.



Cruz Pedregon is a 2-time NHRA Mello Yello Drag Racing Series Funny Car Champion from Torrance, California. He is the brother of Tony Pedregon, also a two-time Funny Car Champion. He currently races for his own team, Cruz Pedregon Racing, Inc.



Greg Carfine is the Strategic Accounts Director at Whitebox Inc. Whitebox is a Maryland-based company focused on bringing high-quality products to market. Exemplary customer service is the backbone of the White Box mission. We guarantee all of our customers get what they order on time and in exceptional condition. Have a product to sell? Let us do the eCommerce side of your business for you so you can stay focused on what you love: designing and manufacturing products. We help companies of all sizes from mature startups to publicly traded companies.