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## PROFESSIONAL PROFILE

- Seasoned private and public company executive with 25 years of management consulting, auditing and financial analysis experience
- Board expertise in program/ initiative leadership, M&A integration, internal controls/audit, financial analysis, and executive compensation
- Current professional experience as Vice President Management Consulting, IBM
- Prior, Partner, PriceWaterhouseCoopers, which was acquired by IBM in 2002
- Initial career, Internal Audit Manager, Consolidated Electrical Distributors (CED)
- Industry focus includes multiple verticals: high technology, health care/medical device, consumer products, industrial products, retail, insurance, telecommunication and banking
- Featured speaker at conferences, client meetings and IBM events
- Selected as a 2007, Top 25 Consultant by Consulting Magazine

## BOARD EXPERIENCE

### Corporate Board of Directors

**Great Western Bank:** *Board Member, Member of the Audit Committee, 2013 – Current*  
Subsidiary of National Australia Bank with \$8B assets under management in the US.  
Regional, Midwest bank with focus on agriculture, personal wealth, crop insurance, etc.

**Windward Reports:** *Board Member, 2006 – Current*  
\$5M revenue, enterprise-level reporting software for businesses. 1000 customers; 70 countries.  
Applications include financial statements, inventory reports, invoices, purchase orders, etc.

**Microplas, a subsidiary of Nypro Corp (now Perimeter Brand Packaging)**  
*Board Member 1996-1999 (resigned due to PwC Partnership Admission independence rules)*  
\$1.5B revenue, precision injection molding and contract manufacturing company

### Association Board of Directors

**ASME (Association of Mechanical Engineers):** *Industry Advisory Committee Programs Chair, Governing Board Compensation Committee, Board Member 2007 – Current, \$100M budget, 120,000 members; 140 countries. Provides standards and skill development for engineers.*

**Harvard Business School Women's Advisory Board:** *Board Member 2008 – Current, Conference Speaker, 50<sup>th</sup> Anniversary Committee Advisory*, Provides executive oversight across HBS women's initiatives for enrolled women students and alumnae.

**White House Champion of Change for Women in STEM:** *Advisory Member 2011 – Current* White House Office of Science and Technology commission to support women and girls in science, technology, engineering, and math (STEM) fields.

**APQC (American Productivity and Quality Center)** *Open Standards Benchmarking Collaborative Advisory Council 2004 -2010, Award Winner for Org Change Framework (2007), Innovation Measurement (2009)*. Largest benchmarking consortium offering with over 20,000 data sets for financial comparisons.

### **Not for Profit / Community Board of Directors**

**She Heroes:** *Advisory Board 2009 – Current*, Creates video series of women leaders for preteens

**Foothill Elementary PTO (Parent Teacher Organization):** *Fundraising Chair 2008 – Current*

**Tri Delta Sorority Board:** *Alumnae Advisor 1990-1995*

## **PROFESSIONAL EXPERIENCE**

### **IBM Global Services (2002-Current)**

#### **Vice President, Transformation Center of Excellence Leader**

Leads IBM's Transformation COE as an expert in large-scale business transformation associated with business process and ERP system integration efforts. Expertise includes strategy consulting, business development, CXO level client relationships, Value Realization/financial engineering, organization change. Partnered work at Crocs, Olympus, Dawn, MWV, Girl Scouts, Farmers Insurance, Nordstrom, Vail Resorts, AT&T, Sprint, StorageTek, Sun, GM. Supports sales of \$500M for business unit.

#### **IBM General Business Go-to-Market Leader (2010-2011)**

Responsible for consulting sales and delivery in the Midwest Region of IBM's middle market practice with clients under \$3B. \$50M sales and revenue attained annually. Led cross-brand teams to deliver system, process, and strategy consulting engagements as senior executive.

#### **IBM Transformation Programs Leader (2006-2009)**

Applied experience leading transformation programs for external clients to the IBM Company overseeing two large, internal programs: Client Value Initiative (2006-08): headed deployment across 25 workstreams impacting over 150,000 IBMers to change IBM's go-to-market processes and sales culture; and CIO Redesign (2009): supported the transformation agenda of IBM's information technology function. Leveraged past experience as the *Global Value Creation Leader*, which focused on defining solutions which provide measurable, bottom-line improvements to client businesses. This perspective includes rigorous benchmarking, shareholder analysis and business case/metrics. Managed IBM's benchmarking programs and partnership with APQC, including innovation benchmarks thought leadership and research.

### **IBM Strategy and Market Development Leader (2004-2006)**

Led IBM's strategic growth programs for GBS Americas with functions including: strategic planning, marketing, sales operations, business solutions and transformation projects for the services business. Focus was the establishment of a top accounts program, account planning, pricing initiatives, competitor programs, and services led, cross-brand selling efforts. In this role she led the strategic planning process for 2006 and 2007 for GBS Americas, a \$7B revenue business unit. Led a 40 person team and managed an investment budget of over \$100M.

### **IBM Strategy Practice Leader (2010-2012 and 2000-2004)**

Has held numerous leadership roles in the Strategy and Change (S&C) services organization. Was the *Global Organization and Change Strategy Leader* overseeing a team of 650 practitioners and 30 partners. Competency areas of focus included: change management, cultural change, governance, organization design, and executive team leadership. Served as the PAL (Practice Area Leader) for the S&C practice of the Communications sector running a practice of 150 people (130 staff/20 partners) and the General Business sector leading a team of 40. Responsible for staff utilization, practice building, solution development, and thought leadership.

### **Previous Experience**

**Partner, PriceWaterhouseCoopers**, 1996-2002, (prior to IBM's acquisition in 2002)

**Principal, Gemini Consulting**, 1990-1996

**Internal Auditor, Consolidated Electrical Distributors**, 1986-89

### **Education**

MBA, Harvard Business School

BA, Psychology and Business Administration, UCLA (University of California, Los Angeles)