



David R. Rice
Dave Rice Consulting, Inc

Mr. Rice has over 30 years of progressive experience in the management and delivery of Information Services to clients. He has performed in positions of increasing responsibility in program management, business consulting, and service delivery in both the public sector and commercial marketplace. Mr. Rice has broad exposure to a variety of environments including various international; Federal, state, and local governments; and Fortune 500 commercial enterprises.

Career Highlights:

- Chief Information Officer for a Fortune 500 corporation. Responsible for the delivery of IT services for a \$6.5B organization with over 41,000 employees
- As CIO has reduced spending by 26% (\$54M per year) within two years while implementing new ERP applications to replace legacy systems
- Implemented a balanced scorecard approach to IT systems delivery to maximize business value
- Full responsibility for the establishment of an Application Service Provider (ASP) service line for a leading Internet Service Provider (ISP)
- Managed the entire US portfolio of outsourcing contracts for Cap Gemini America
- General Manager for AT&T Solutions managing the implementation and delivery of the latest Client-Server technology
- Full responsibility for management and financial performance for large IT outsourcing contracts, largest single contract over 180 staff/\$25M in annual revenues
- Developed and managed major consulting assignments for commercial and public sector clients focused on improving services and reducing operating costs
- Strong background in project control, process development, quality engineering, and all phases of the system development life cycle.

President, Dave Rice Consulting, Inc. (September 2003 – present)

Dave Rice Consulting is about helping clients identify strategic goals and assisting them in managing the achievement of those goals. Mr. Rice started his firm to address the poor linkage between business strategy and IT technology projects. Mr. Rice is a firm advocate of the Balanced Score Card and Strategy Mapping techniques for developing business goals and strategies. The strategies are then used to derive IT tactics and programs that directly support business strategy.

In over 30 years in the Information Technology industry, Mr. Rice has witnessed many projects fail from poor project planning and execution. Mr. Rice an active member and

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630.584.0539
630.215.3332
Dave@DRiceConsulting.com



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supporter of the Project Management Institute, and provides his clients with program/project management leadership and training.

Even when there is great linkage between the strategy and IT projects, and there is strong effective project management, many projects still fail from lack of organizational change management and acceptance. Mr. Rice as a Professional Organizational/Executive coach specializes in facilitating organizational acceptance of new strategies and coaching leadership/management teams during transition.

**Chief Information Officer (CIO), Science Applications International Corporation
(March 2001 –September 2003)**

Mr. Rice has been a catalyst in the re-invention of the Information Technology group within SAIC and its major subsidiary Telcordia. Mr. Rice managed the organization through several serious management issues and has dramatically improved the security of IT systems within SAIC and Telcordia. Mr. Rice was also instrumental in the planning and deployment of ERP systems to replace an aging legacy environment. Mr. Rice has also been a leader in evaluating the value of outsourcing as a strategy to support SAIC's IT requirements. He has introduced the use of an offshore outsourcing firm to further accelerate new applications while maintaining customary budget levels.

Vice President, ASP Services, PSINet Consulting Services (March 2000 –February 2001)

Mr. Rice was responsible for the establishment of a new service line, Application Service Provider (ASP), for PSINet Consulting Solutions a major Internet Service Provider (ISP) and web hosting firm. He developed the initial business case and launch plan for the addition of ASP as a service line at PSINet. The ASP service was successfully launched in September of 2000.

Vice President, Service Management, Cap Gemini America (CGA) (September 1997 – February 2000)

Mr. Rice was the key executive overseeing the service delivery of the portfolio of CGA outsourcing accounts. Mr. Rice had full service delivery and P&L responsibility for an outsourcing practice with over \$70M in annual revenues. Additionally, Mr. Rice was responsible for the development, integration, and delivery of new service capabilities within the outsourcing practice. The new service capabilities include a state-of-the-art services center that applies remote control technology to provide desktop, network, and applications management services from a single center of excellence.

General Manager AT&T Solutions (February 1996 - September 1997)

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Mr. Rice was previously the CIO for AT&T Solutions. Mr. Rice was responsible for the management of the corporate desktop computing, E Mail systems, as well as the delivery of support to all AT&T Solutions associates.

Principal, Central US, Unisys Corporation (June 1994 - February 1996)

Mr. Rice was responsible for the service management and financial performance of the Unisys Outsourcing Practice within the US Central Region. Mr. Rice's region has successfully closed over \$100M in outsourcing contracts for Unisys in the central US. Mr. Rice was responsible for service delivery, maintaining client satisfaction with services and products, and overall financial performance of the Central Region outsourcing practice contracts. During his tenure the Central Region outsourcing practice was the most profitable of the four US regions.

In a previous assignment, Mr. Rice led a consulting study to the State of Michigan on the cost benefit and a technical strategy on how to consolidate their IT infrastructure from its current multiple locations to two core sites. The State saved over \$30M within 5 years.

Principal, Australia, Unisys Corporation (October 1992 - June 1994)

Mr. Rice was responsible for the establishment of the Unisys Outsourcing practice in Australia. He developed marketing/business plans, established contact with key customers, and staffed the outsourcing practice. The Australian Outsourcing practice during Mr. Rice's tenure was bidding on over \$400 M in active business prospects.

Director Outsourcing Data Centers, Unisys Corporation (1988 - 1992)

Prior to his international assignment, Mr. Rice was responsible for the day-to-day management and financial performance of all Unisys Outsourcing Data Centers within the US This included an organization of over 180 Unisys staff in four data centers.

Mr. Rice also managed several large public sector outsourcing contracts with the US Federal government including Department of Transportation and the Environmental Protection Agency (EPA).

Group Leader/Applications Programmer (1988 - 1974)

Prior to his management roles, Mr. Rice held several service delivery positions in the specification, design, development, testing, and delivery of major military and civilian applications

Education:

Northern Illinois University, DeKalb Illinois, BS -- Geography/Anthropology 1974
George Washington University, Washington D.C., MS -- Management Science 1979

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38W383 Ferson Woods Drive
St. Charles, IL 60175

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