

Bob Smyth: Concept to Reality Consulting Services



Bob Smyth
President, Management Consulting

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Profile:

Bob Smyth is President of Data People, Inc., a boutique consulting firm, focused on operational excellence by bridging business technology and people. Advisory to executives on organizational change and a legacy of digital transformation across-functional lines of business (LOB), and industries.

Focused on client value, Bob assesses current-state operations, covers due diligence (DD), operational efficiencies, transition planning, transaction service agreements (TSA), business technology integration, and people transformation/optimization for maximized outcomes and ROI..

Industries Served:

Financial Services (Wealth, Banking, Tax, Commercial Mortgage), Telecommunications, Insurance, small business, startups

Key Accomplishments for Clients:

Bank of the West: facilitated cost reduction of \$54M in operational performance, addressing short and long-term strategic objectives and competitive vendor landscape

- ▶ Developed core banking relocation strategy leveraging data-driven decisions, addressed data center relocation impacts: risk, organizational change, legal, and regulatory compliance
- ▶ Led Divestiture (M&A) separation activities of comingled services and authored TSA terms: achieving \$910M in public offering
- ▶ Created strategic and tactical approaches for multiple operational and IT enterprise projects
- ▶ Validated operating models, current-state to future-state objectives, and roadmaps for value-based outcomes.
- ▶ Assessed organizational change of shared services for digital transformation, financial planning of current run rate (direct and allocated expenses), compared available industry benchmarks and vendors capabilities, estimated recurring standalone and one-time costs (headcount and non-headcount related costs) and comparative cost efficiencies

TrueBlue: created organizational change program strategy, advisory, contract negotiation, coaching and tactical implementation

- ▶ Led business technology assessments for technology architecture, IT strategy and governance, application portfolio, infrastructure landscape (SaaS, PaaS, IaaS, COTS), organization restructure, business continuity, vendor management, and operation and capital spending (Capex/Opex)

Russell Investments: new product/program development (\$300M AUM), streamlined data delivery and customer retention systems, led enterprise organizational change, cybersecurity, infrastructure and data loss prevention

- ▶ Organizational change with enterprise new ERP and CRM solutions

Liberty Mutual: coached and created quality management initiatives for the executive team and new Property and Casualty products, driving efficiency and reducing financial risk of over \$15M

Global experience:

- ▶ Extensive multi-cultural global experience leading people in countries such as Ireland, India, Philippines, Japan, Australia, France, the United Kingdom as well as exposure to Indonesia and Taiwan

Education and memberships:

- ▶ B.S. Computer Science & Engineering Technology, LeTourneau University
- ▶ Project Management Institute, PMP 2005

