



Ed Evans, Managing Partner

In 2006, Ed Evans joined DataSkill as our Managing Partner. In this role, Ed oversees DataSkill's Business Consulting practice, comprised of accomplished business analysts, IT solution architects, project managers, and technology developers with expertise in a range of industries. DataSkill's Business Consulting practice helps mid-market firms craft and implement IT strategies that will transform their organization.

Prior to joining DataSkill, Ed was President for two subsidiaries of **SunGard Data Systems** (NYSE: SDS), a member of the S&P 500 with more than \$2.5 billion in annual revenues, and global leader in integrated IT solutions for financial services. SunGard serves more than 20,000 clients, including 49 of the world's 50 largest financial services institutions, and its applications are responsible for managing the trading of 70% of NASDAQ's daily volume.

While at SunGard from 2000 to 2006, Ed rebuilt the firm's the software development process and sales and marketing strategy. He is responsible for posting several record-setting years of financial results, overseeing SunGard efforts for signing new deals with 85% of its customer base. Ed led the effort across remote locations to create a new IT architectural platform now being adopted by all other SunGard companies.

Before SunGard, Ed was General Manager and Vice President of **Kronos-Retail Systems Division** for three years. In this capacity, he grew this business unit from \$14 million to \$50 million as part of a \$250 million public company, and exceeded revenue and profitability targets for three consecutive years.

Prior to SunGard, from 1992 to 1996, Ed was Director at **Park City Group**, where he established and directed the National Accounts Sales Program producing over \$4 million in annual revenues after the first year. He was responsible for managing relationships with retailers such as Mrs. Fields, Burger King, Disney Stores, Marshall's, Wilson's Suede & Leather, Pacific Sunwear, and Pizza Hut. During his tenure at Park City Group, he established and managed the Professional Services Group. He was a major contributor to company growth from \$3 million to \$13 million (35 to 125 employees) and refinement of operational practices during management tenure.

Ed was also a consultant with **Accenture (formerly Anderson Consulting)** for nearly four years. While at Accenture, Ed led project teams of 10-20 people delivering a variety of custom/package systems successfully, utilizing structured and proven methodologies to define and implement software solutions. In addition, he completed Executive Planning sessions for clients such as John Hancock and Fidelity resulting in successful projects ranging from \$3-12 million in revenue. This level of responsibility was unusual for a "staff consultant" and led to rapid career growth.

Ed captured the Microsoft Retail Application Developer Award two consecutive years for best use of Internet technology and best software application for Human Resource functions in the industry. He is published in several industry articles and national publications as a leading national expert in the discipline of Labor Management. His work at The Park City Group was the foundation of a technology business case used for several years in the curriculum of Harvard's Graduate School of Business.

Ed holds a Bachelor's Degree in Business Management from The University of Utah, and a Master's of Business from The Pennsylvania State University with a dual emphasis in Finance and Marketing. He also served as Platoon Leader in the Israeli Army. A natural competitor, Ed holds records in Ironman Triathlons and other competitions.

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