Marcus K. Sipolt	**Associate**	**Phoenix**

Summary - Marcus has been a consultant for over 40 years. He started his career with Arthur Andersen / Andersen Consulting in Chicago. During his tenure with Andersen and eventually Accenture he managed many multimillion application development projects with team ranging from several to 30+ personnel. Many of the projects were financial and customer focused projects that leveraged his Accounting CPA training / accreditation. He worked his last 15 years in Phoenix responsible for the state and local government practice. He subsequently started a regional consulting practice focused on providing mid-tier clients infrastructure services and customized application tools. After selling the firm three years ago he still oversees some of the services on Native American Clients on a limited basis. Marcus's focus and expertise is in executive team management and he has been hired by a number of local Phoenix firms in the service industry. Marcus also does much philanthropic work and sits on a number of boards including Catholic Charities, Fiesta Bowl, ASU MLF College of Educations and others.

Consulting Areas

- IT Management
- Business development
- Strategic planning & financial management
- Executive Information Systems
- Disaster recovery
- Key Performance Indicator development
- Performance Improvements

Expertise

- Project management
- Application design and development
- Software development / package selection.
- Team development
- Personnel recruitment
- Personal productivity

Representative Experiences

- *Software Development* – Designed and managed a team of software developers in the creation of the most commonly used Lottery Back office system. Initially designed for AZ, his team developed it for further marketing and use of the product. The team went on to successfully start up and use the software in MN, KY, ID, SD, VA, and IN and a few years back – CO. The system was developed for high availability, hot backups and automated cutovers, and interfaces with each state's taxation systems and other third party systems like those systems used for recording all on-line wagering systems (i.e. power ball, mega millions, The Pick, etc.)

- *Project Management –* Marcus led the State of Arizona Child Support System rewrite. This $20+Million project was a culmination of a team of state and 30+ Accenture personnel to define all the needs and develop the revised processes and system to improve how the state monitored, initiated, collected and managed child support payments. This 2-year effort involved over 200 stake holders.

- **Mobile Application Development** – Marcus oversaw the development of multiple mobile applications for private clients while heading up TB Consulting. The applications were both droid and apple applications and were supported by database systems on private networks and Amazon's cloud systems.

- **Call Center Experience** – Marcus worked with two other managers for initial planning and implementation of Schwab's local Emerging Practices Call Center. This involved all steps from the selection of space, contracting for facilities and selection of equipment, onboarding personnel and setting up of department metrics. Marcus's previous company also manages one of the largest sets of call centers for veteran health care benefits. This ongoing project involves TBC team managing 500+ servers and 4000+ desktops. Marcus was responsible for the initial project effort.

Recent Clients
Interim CIO for Rich Dad Poor Dad for 18 months. State of Arizona – Criminal Justice Commission, Gila River Indian Community – Telecom, Council, Farms, and Utility Authority, Saddleback and ReInvent

Past Employers
Anderson Consulting / Accenture and TB Consulting

Education, Training & Certifications
B.S., Accounting, Western Illinois University; MBA, Arizona State University WP Carey School of Business