

Summary Rich Braen is an experienced financial executive who improves business results by providing insights from accounting, financial, procurement and operational data. During his 30+ years of experience working with Fortune 500 companies in the Information Technology industry, Rich has worked closely with CIOs to manage spending, evaluate IT investments, outsource work and complete business transformations. Having worked on both the service provider and client sides of IT outsourcing, Rich is able to offer a unique business perspective in this area.



Consulting Areas

- Finance
- Information Technology
- ERP
- Global Outsourcing
- Supply Chain Management
- Business Transformation

Expertise

- Financial Analysis
- IT Outsourcing
- Cost Reduction
- P&L and Budgeting
- Operations
- Strategic Planning
- Product Development
- Manufacturing
- Value Propositions
- Continuous Improvement
- Vendor Negotiations
- Team Building

Industry Verticals Served

Software (both Applications and Operating System), IT Outsourcing, Storage, Semiconductors, Mid-Range and High-End Processors, Learning Management Systems.

Representative Experiences

- **Financial Improvements for IT** – As the Senior Director of Finance supporting Symantec’s CIO, successfully reduced the growth rate in annual spending by over 50% through the use of project portfolio evaluation, consumption management, selective chargebacks, vendor negotiations and improved transparency in reporting. Developed and implemented a business case evaluation process for IT projects. Expanded the project financial evaluation to Total Cost of Ownership (TCO) for better decision making. Improved the practical implementation of accounting instruction SOP 98-1 (CAPEX vs OPEX for internally developed software).
- **Operational Restructuring** – As the Business Unit Controller for Hitachi GST achieved significant cost and CAPEX savings through the restructuring of manufacturing and development operations across nine locations worldwide. This was a major action that closed two plants and a vendor location, resulting in improved scale and efficiencies which significantly improved production costs.
- **ERP Implementation** – Lead the financial portion of the SAP ERP implementation for Hitachi GST, a subsidiary of Hitachi that was created when an acquired storage division was merged with an existing Hitachi storage division. Both divisions severed their connections with their legacy ERP systems, and implemented a new ERP system. My role included defining the financial business processes and driving consensus of implementation through system integration across all locations. Implementation of the new ERP system and transitional service agreements were completed successfully in time for day one operation.

Recent Clients

Proformative Academy, Learnbeyond

Past Employers

Symantec, Hitachi Global Storage Technologies, IBM

Education, Training & Certifications

BS, Accounting and Economics, Lehigh University College of Business and Economics