

**Expertise** - Mr. Shearin is an executive leader with a career history laden with major accomplishments. His expertise in significantly improving business operations through the application of information technology (IT) to deliver transformative initiatives in start-up and public companies have resulted in lower operating costs and optimized workforce productivity to maximize shareholder value. Based on an extensive background in Information Technology delivering major initiatives, Mr. Shearin is a trusted professional in a marketplace that demands value generating, practical solutions while retaining a fiscally conscientious strategy.



**Subject Areas** – Enterprise Architecture, Business Intelligence & Analytics, Complex Program Management, ERP Transformations, Customer Resource Management, Demand and Supply Chain Management, Cloud computing (Public, Private & Hybrid Cloud, SaaS, IaaS), ITIL Service Management, Global Outsourcing, Governance Management and Metric development, Program Management, Shared Services Operations, and Regulatory compliance (SOX, PCI, FDA, 21 CFR part 11, HIPPA).

**Excellent Business Acumen** – Business Development, Sales Operations, Product Development, Finance, Manufacturing, Large-Scale Program Management (PMO), P&L and Budgeting, Team Building & Performance Optimization, and C-Level Client Relationship Management.

**Industry Verticals** – Consumer products, technology (pc, semi-conductor, telecommunications), financial services, healthcare, and pharmaceuticals.

Representative transformation programs are:

**Business Transformation and Innovation:**

- Led full-service technology outsourcing study engaging industry advisors and research firms to benchmark best practices. Constructed program to evaluate “best-of-breed” versus “single-source” IT operating model centered across ITIL service management pillars. Presented findings and recommendation to executive management team with an ROI of \$10M reduction (savings) in IT budget year one.
- At a major virtualization company, Mr. Shearin developed the strategy for Alternative Data Center (DC) Architecture for Engineering. Utilizing advanced operational aspects of Private Clouds and IaaS, the new DC design created flexibility and improved utilization of DC assets that reduced the company’s financial investment within the engineering labs.
- At a networking firm, Mr. Shearin successfully led M&A integration of five acquisitions and divested manufacturing operation and closed numerous site locations. Managed the integration of two highly complex carve-out acquisitions adding \$200M in revenue growth and led contract negotiations of Transition Service Agreements (TSA) for each transaction.
- For a F100, Mr. Shearin drove several business process transformation initiatives centered across key IT functional areas that stabilized, strengthened, positioned, and prepared organization with framework necessary for successful \$6B acquisition and smooth integration post shareholder approval.

**Cost Containment:**

- Significantly reduced IT cloud operating expense from \$10M to \$4.5M, a 55% reduction per annum and implemented software customization policy to reduce support and upgrade costs.

*A sample list of recent clients include: **Xoma, JDS Uniphase, Visa, Brocade, Tessera, Safeway, VMware, and Juniper Networks.***

**Past employers:** Apple Computer, Leasing Solutions, FileMaker, Express Services, Siemens Medical, Novartis AG and JDS Uniphase.

**Education** - Stanford University, Executive MBA certificate program, BS, Management Information Systems San Jose State University undergraduate coursework completed.