



Opus Global Group

# Opus Global Group

Global Strategy and Management Consulting

Accelerate Your Business Performance



## Opus Global Group Executive Team

**"If Business Intelligence is Power, then Accelerating it is Genius!"**



Opus Global Group

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Chicago-Madrid-Frankfurt-Sao Paulo



## Thomas Silvestri, CEO

The founder and CEO of Opus Global Group, LLP his third start-up business ownership for IT consulting, business management solutions and services to global SMB and enterprise corporations. Over 25 years of successful entrepreneur business ownership and corporate executive experience in diverse executive roles involving global supply chain logistics, private equity, sales/marketing, operations, IT, software, internet , solutions architecture and management consulting with Fortune 1000 corporations located in North America and EMEA. A recognized industry leader with outstanding achievements in managing global corporations and mid-market businesses for IT, finance, supply chain, sales and operations in more than 15 countries with individual P&L centers and nearly 800 employees.

Prior to founding Opus Global Group, LLP Thomas worked in several executive roles including President of Global IT/Software Development, Vice President of Sales, Delivery Services and Marketing, Vice President of Global Supply Chain Solutions, and Founder/CEO of TransMediaNet, Director of SAP PMO, and Global Management Consultant.

**Industry Expertise:** Aerospace, Private Equity, Venture Capital, Investment Advisory, Manufacturing, Wholesale Distribution, Consumer Products, Financial Markets and Services, Telecommunications, Professional Services, Life Sciences, Supply Chain and Logistical services.

**Clients Served:** ADC Telecommunications, SAP, JD Edwards, Sun Capital Holdings, Verizon, Baxter, Films for Humanities, Maui Jim, American West Airlines, Government of Germany, Southwestern Bell, Siemens, SBC Corporation, Cellular One, Aon, Stryker, United Pacific Corp, Touchsensor, Cardinal Health, Abbott Labs, ASG Telecom, Brunswick, JPM Chase, University of Bremen, West Deutsche RundFunk, Progressive Networks, William Blair, WDR, BDR, Adidas, United Airlines and the Bergman Group.

**Education:** Thomas earned an Associate BA from Kunsthochschule für Medien Köln, Germany, BA degree in Performance and International Languages from American Conservatory of Chicago, an MBA from Northwestern University, and has attended executive courses at the Kellogg School of Management.



## **Robert Owens, Chief Health Care Officer**

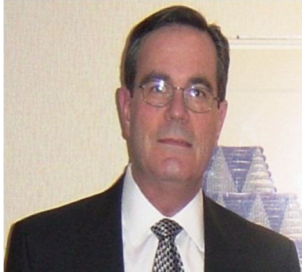
Mr. Robert Owens is Chief Health Care Officer for Opus Global Group, LLP. With over 25 years of strategic leadership experience, including 15+ years directing the transformation of organizational visions into reality utilizing a broad-based team management approach in Healthcare Informatics, clinical and administrative operations, business intelligence, international and national standards development, purchasing, research, and customer relationship management. He is recognized as an innovator and thought leader in the Healthcare sector with consulting achievements in Strategic & Business Planning, Information Technology Management, Healthcare Informatics, Organizational Development, Process Improvements & Best Practices, Program/Project Management, and Contract Negotiations & Management.

Prior to joining Opus Global Group, Mr. Owens served as part of the US Delegation to ISO Healthcare Informatics Committee TC 215, Standards Expert on American National Standards Institute Healthcare Informatics Technology Standards Panel, CIO at American Dental Association, COO at Electronic Commerce Company innovating and developing mission-critical and international issues on technology, Health care standards, and a world expert in EHR, clinical data and informatics. He has received honors and awards for ANSI Healthcare IT Planning Panel & Healthcare Informatics Standards Board; Chairman (2002-2005) •Vice Chairman (1995-1998 & 2000-2001); Healthcare EDI Coalition (HEDIC) Founding Board Member (1991-1996)

**Industry Expertise:** Health Care; Hospitals; Providers; Insurance; US Standards and Regulatory agencies; International Consulting and Health Ministries.

**Clients Served:** Blue Cross Blue Shield Association, Anthem Blue Cross Blue Shield, Aetna, United Healthcare; Premier, Healthcare EDI Coalition, HIBCC, AHA, YMCA, American Medical Association; Humana, Sisters of St. Francis Health System, Premier, University Hospital Consortium, Holy Cross Health System; Mayo Clinic; Center for Disease Control, Food and Drug Administration, Center for Medicare and Medicaid Services, National Institute of Standards and Technology, National Library of Medicine; Health care EDI Coalition, American National Standards Institute.

**Education:** Robert earned an MBA from MII in South India, and is a graduate of the Center for Creative Leadership's Executive Program.



## **Rodger CieChanski, Vice President of Global Performance Management**

Mr. CieChanski is Vice President of Global Performance Management for the Opus Global Group, LLP team. He works extensively with the management of IT organizations to design and implement proactive management solutions that can support complex computing environments. He specializes in process and work flow analysis, GAP analysis, the cost and value assessment of processes and how processes interrelate with a management system. Mr. CieChanski combines informal communications mapping and business culture analysis to assist clients in improving organizational design and communications effectiveness.

Prior to joining the Opus Global Group Mr. CieChanski developed and directed as CEO and VP of Marketing and Sales two entrepreneur management consulting firms specializing in troubleshooting flawed strategic business planning involving change management delivery of business communications and supporting IT tools. Several engagements brought Mr. CieChanski to several countries: Africa, Pacific-Rim, Canada, Germany, England, Spain and India working with on-shore and off-shore development teams to complete software reengineering engagements, new product and services launch and global telecommunications network implementations. In addition, Mr. CieChanski has assumed several temporary executive leadership roles: restructuring failing companies in turn-around management engagement.

**Industry Expertise:** Aerospace, Manufacturing, Automotive, Wholesale Media Distribution, Consumer Products, Financial Markets and Services, Internet B-B and B-C Telecommunications, Retail, HealthCare and Professional Services.

**Clients Served:** RAI Stone Group, FACTON GmbH, TACOM, KPMG, General Motors-CAP Gemini, Ford Motor, Toyota, AMR Corp-American Airlines, Rave Computers, EMC, MIC, Computer Aid Inc. (CAI), Healthcare Management Group-HIPPA, GMAC, The Handleman Co., State of MI, America Online, AT&T, UPS, K-Mart, TTX, UL, Carpenter Steel, Allegheny Power Co, Bank One, McKinsey & Co.

**Education:** Master of Science degree in Information Management & Communication from Walsh College School of Business and Accounting, a BAA degree in Management from Northwood University, with certifications in: IT Process Modeling, Information & Technology Methodology, PMI Contracts, Knowledge Management (ITIL), Application Framework for e-business, Software Solution Selling from IBM, and a Lean Champion Course from MMTC.



## **Skander Abdelkafi, Vice President of Global Development**

Mr. Abdelkafi is Vice President of Global Development for Opus Global Group, LLP. With over 20 years of business experience as the former Director of International Business Development, Strategic Modeling, Project Management and Investment Business Analysis with global achievements in value for clients in evaluating, implementing complex problem solving, raising of finance, and cross border mergers, acquisitions and strategic partnerships, strategic / commercial analysis of business opportunities and revenue management optimization.

Prior to joining Opus Global Group, Skander was the International Business Development Manager Europe for the International Air Transport Association, where he was responsible for expanding IATA's network of Industry Distribution and Financial Settlement Systems representing +100 billion USD of Airlines' gross sales served at client executive levels addressing multifaceted, mission-critical and international issues. Skander has held Senior Management positions with business analysis and scenario planning for key business decisions, and supported global operations in 52 countries achieving financial targets and advised on efficiency improvements.

**Industry Expertise:** Aerospace; Industrial Manufacturing; Telecommunications/Mobile; Business Services; Financial Services; International Government and Investment Banking.

**Clients Served:** Lyonnaise De Banque, Orange, Thovadec, Swicorp Financial Advisory Services, International Guarantee Fund and the International Air Transport Association.

**Education:** Skander has advanced business degrees from the Institute des Hautes Etudes Commerciales, BPP Training and Consultancy, The Wharton School, and Florida International University. He speaks and writes in 7 languages fluently.



## **Rick Rowley, Vice President of Global Enterprise Solutions**

Mr. Rowley is VP of Global Enterprise Solutions for Opus Global Group, LLP. With over 30 years of award winning career by an exceptional record of building professional services and software organizations with a wide cultural diversity, and numerous achievements in building corporate value. Rick's experience includes software and SaaS architecture, multiple U.S. and U.K. startups, talent acquisition, organizational design, domestic/foreign field operations, two interim CIO roles, and client partner to some of the world's fastest-growing and best-known brands. He has built and managed multi-discipline consulting organizations in Chicago, Denver and Glasgow, U.K.

Prior to joining Opus Global Group, Rick was Director of North American Operations for a prominent European software company, where he served at client executive levels addressing multifaceted, mission-critical and international issues. Rick has also served on the IBM Partner Organization Global Advisory Board, where he provided recommendations on corporate and business unit strategies prior to commitment.

**Industry Expertise:** Industrial and Manufacturing; Energy; Business Services; Cable/Telecommunications/Internet and Wireless; Consumer Products; Insurance; Professional Services; Retail; Financial Markets and Services; Life Sciences; Logistics and Transportation.

**Clients Served:** Hub International, Orbitz, Caterpillar, Laidlaw, American Italian Pasta, Sears, Hewitt, AMEX, Motorola, Toyota, Aqua America, Mir/Wilson Sports, Microsoft, United Stationers, SIRVA, Eddie Bauer, CompTIA, Abbott Laboratories, Nanosphere, Autoweb, Singapore Air, IBM, Gallagher, U.S. Cellular, Audi, Marsh, Baxter, VistaPrint, Telkomsel, Discover Card, Zurich, U.S. Army, Wausau, Comcast and Westinghouse.

**Education:** Rick holds an MBA in Finance and International Business from Southern Illinois University, and numerous certifications and awards from IBM, Microsoft, and other industry leaders.



## **Ullrich Lammert, Director of EMEA Operations**

Ullrich is an entrepreneurial highly qualified professional with 15 years successful track record in international sales, new market development, channel partnerships and technical management. A highly experienced commercial Director with a broad high-tech exposure within software, infrastructure and telecom companies. Well-developed managerial, strategy development and B2B commercial skills, combined with fluency in three European languages to be able to grow technology businesses internationally from start-up phase as well as managing established organizations. Geographical exposure includes EMEA, US and Asia-Pacific, having lived and worked across various continents.

Ullrich is able to handle projects in: Program – project lead, Technical and Commercial management assignments in technical domains, Risk management, Quality and Audits, Change programs, Business development, Strategy development, System analysis / System engineering, System specs, development preparation and planning, Requirements management, Customer Trainings, Process management and process engineering, RFI-RFQ management, Supplier handling, negotiations. CRM, Call centers, Logistics management, ware house, delivery management, Company creations, Start ups, business cases, company development, and change programs.

**Industry expertise:** includes Telecommunications, Mobile Communications (Mobile to Infrastructure), Regulatory Telecoms Compliance, GSM specifications, Automotive, Logistics, Government, Market Entry Strategy, Strategic Marketing, Global Sales Management, Commercial Partner Contracts

**Clients Served:** O2-Telefonica, Vodafone, Eplus, T-mobile, T-systems, Marconi, Bosch, Ericsson, Nokia, Samsung, Infineon, Sony-Ericsson, Comviq, Nordictel, Alcatel, Siemens, CAP-Gemini, debis, QSC, 1&1, Airport FFM, Philips, Grundig, AT&T, Motorola, Keti, Goldstar, NEC, Hitachi, Dolphine, S3, Bouygues Telecom, France Telecom, Volvo, Volvo truck, Scania, Daimler, Audi, VDO, Siemens, Continental, Delphi, Marconi, Autoliv, Gedas, and Aral.

**Education:** Ullrich earned a graduation of Fachhochschule Darmstadt in Germany in electrical engineering.