



Opus Global Group

Opus Global Group

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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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, Evidenta, GMBH, 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.



Alberto Machado, Managing Partner - Latin America

Mr. Machado is Managing Partner - Latin America for Opus Global Group, LLP. With over 25 years of experience as a former CIO, VP, consultant and international M&A executive with achievements in CXO level positions for IT, Strategic Development, Product Design, and Advanced Business Intelligence. Working with the CEO in developing management consulting and business advisory sales opportunities and service delivery options for Latin America (LATAM), initially targeting mergers & acquisitions (M&A) advisory services. Although the area of opportunity is for the entire LATAM, OGG is targeting primarily Brazil, Argentina, and Mexico for 2010. Executive management in the IT consulting and business sectors. Defined an IT corporate vision and developed strategic and tactical planning aligned to the company's business objectives. Implemented project management to ensure that allocated resources (people and capital) worked in concert to meet project goals and objectives. Big Four executive in merger & acquisitions (M&A). Performed operations and technology assessments of public and privately owned companies located in the United States, Latin America, and Europe for strategic and private equity acquirers. Performed IT integration between acquired and / or merged companies.

Industry Expertise: Private Equity, Venture Capital, Investment Advisory, Taxation, Risk Management, Corporate Compliance, Business Intelligence, Manufacturing, Wholesale Distribution, Consumer Products, Financial Markets and Services, Telecommunications, Professional Services, Life Sciences, and Logistical services.

Clients Served in M&A: Madison Dearborn Partners, Merrill Lynch, Goldman Sachs, Code Hennessy & Simons, Carlyle Group, JP Morgan Mezzanine, One Equity Partners, Advent International Corp., D E Shaw & Co LP, The Gencom Group, LLC, Providence Equity Partners, Fortress Investment Group, DaimlerChrysler AG, Royal Caribbean Cruise Lines, Burger King, Inc, Brinks Company, Tyson Foods, Sara Lee, and Andersen.

Clients Served in IT: McDonald's Corporation, AON Corporation, Ameritech (now AT&T), Compaq (now HP), NSSEO, Agbar, and CETESB.

Education: Alberto earned an University of North Carolina at Chapel Hill Master Environmental Engineering, and Faculdade de Engenharia Industrial Bachelors Electronic Engineering. In addition to English, Alberto is fluent in Portuguese and Spanish and holds dual-citizenship of the United States and Brazil.



Rick Rowley, VP 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.



Reinhold Beckmann, Director of EMEA

Mr. Beckmann is Director of EMEA for Opus Global Group, LLP. With over 25 years of experience as a former CEO, General Manager, and Vice President of International Sales with achievements in Start-Up software companies, information technology product design and development, and building a new distributor networks and licensing channels in the EMEA. Working with the CEO in developing strategic management consulting services for international sales opportunities and service delivery options for Europe and Middle East, initially targeting management consulting services while building the Opus Global Group organization for the entire EMEA sales and operations footprint for 2010.

CEO and Vice President Responsibilities and proven executive management skills Planning, Building and Managing of Software-Sales-Organizations selling Enterprise Software from the US to big enterprises in Europe, including the technical support organizations. He designed innovative Software at Key Accounts independent of their respective markets like insurances, banks, manufacturers or the public sector. Building and Managing a distributor-network in all of Europe while developing and Performing Marketing Strategies for the different European markets. He has evaluated and marketed advanced applications and innovative software for worldwide distribution.

Industry Expertise: Government, Banking, Automotive, Business Intelligence, Manufacturing, Wholesale Distribution, Consumer Products, Financial Markets and Services, Telecommunications, Professional Services, Life Sciences, and Logistical services.

Clients Served: Software Engineering of America, Cybermation, Inc., Redwood Software, CORDYS, Penta-T AG, and Global DHL.

Education: Reinhold earned Law degrees at the "Westfälische Wilhelms Universität Münster, Germany; Legal clerkship for the higher service of Northwest Rhine Westphalia, from the Academy of Speyer and a registered lawyer at the County and Provincial Court Münster, Germany.



Yuwei Kan, Director of Business Advisory Services - EMEA

Mrs. Kan is Director of Business Advisory Services - EMEA for Opus Global Group, LLP. With over 10 years of experience as a former Strategic and Control Manager and M&A Transaction Services Consultant with Deloitte with achievements in M&A due diligence, Buy/Sell side transactions specialist and divestiture analyst for Private Equity and Mid-Market Corporations in the EMEA and Asia.

As a senior business financial analyst she has developed acquisitions targeting, financial mapping, and advisory services to the Fortune 100 corporations in Europe. Working with the CEO and the Director of EMEA in developing M&A consulting services for international opportunities and service delivery options for the Private Equity, Venture Capital and Investment Bankers, initially targeting advisory services business growth while leading the Opus Global Group organization for central European client engagements.

Industry Expertise: Oil; Chemicals; Steel; Government; Banking; Manufacturing; Financial Markets and Services and Professional Services.

Clients Served in M&A: Air Liquide SA, Deloitte, PSA Group, Pearson Group, La Poste Group, 3 Suisses Group, Bel Group, Media Participation Group, Apax, Wendel, AXA IM, AXA PE, Candover, 3i, Herderson and Oddo AM.

Education: Yuwei holds an MBA from the Paris College des Ingenieurs in France. She was a top graduate from the Shanghai University in China with Double Bachelor degrees in Economics and Computer Science and a Master degree in Management Science and Engineering. She is currently pursuing her CFA curriculum. In addition to English, Yuwei is fluent in French and Chinese.



Silvio Bianchi, Director of New Business Development – Latin America

Mr. Bianchi is Director of New Business Development, LATAM for Opus Global Group, LLP. With over 15 years of international sales and project management experience in the areas of; Sales Strategies, Marketing, Banking, Risk Management, and International Business. He has studied, worked and lived in Brazil, Europe, United States and other countries in Latin America; he is totally fluent in English, Portuguese, Spanish and Italian. He is a multicultural, creative and adaptable professional.

Prior to Opus Global Group, LLP, Silvio has worked in senior positions such as Vice president for international accounts, Risk Manager, Latin America Director, Marketing Director, International Enterprises Manager for Latin America, and Brand Manager.

Industry Expertise: Consumer Products, Banking, Commodities Risk Management, Professional Services, Entertainment, Brands, Licensing, Television and Films Distribution, Manufacturing, International Business.

Clients Served: Portal Publicidade, FCStone, Ipanema Coffes, Discovery Networks, Panasonic Mexico, Danone Mexico, Diners Club Ecuador, Positivo Group, Distrimax, United Media Chile, Mc Donalds Latin America, True Tech, MTV Networks, Philipis, Fiat Automotive, Universal Pictures, Blockbuster, Viva International Group, Tecnol, Benetton, La Basque, British Council, Apoema Cosmetics, Joseph Abboud, BR-Labs.

Education: Silvio earned an Associate B.S. from Pontificia Universidade Catolica de Campinas in Business and Communications in Brazil and he has attended to international business management courses in HARVARD Business School and New York University.

Volunteer Work: Silvio has also dedicated some time to the Habitat for Humanity and for the Special Olympics Program.



Giovanni d'Urso, International Director of New Business Development

Mr. d'Urso is International Director of New Business Development for Opus Global Group, LLP. Giovanni is an entrepreneurial MBA-qualified professional with 15 years' successful track record in international sales, new market development, channel partnerships and regional 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 five European languages to be able to grow technology businesses internationally from start-up phase as well as managing established organizations. Geographical exposure includes Latin America, EMEA and Asia-Pacific, having lived and worked across various continents.

Industry Expertise: High-Tech, Telecommunications, Oil & Gas, Financial Services, Transportation, Military, Government, NGOs, Market Entry Strategy, Routes to Market, Distribution Networks, Channel Management, Strategic Marketing, Global Sales Management, Commercial Partner Contracts, Regulatory Telecoms Compliance

Clients Served: Telefonica Group, Telecom Italia, Vodafone, Marconi, BBVA Bank, Iberia Spanish Airlines, POSTE Italiane, Zetix, Petrobras, ENEL Italia, Ericsson, The United Nations, Malaysian Ministry of Fisheries, TATA Communications India, Bharat Electronics India, Spanish Ministry of Defense, SMEs.

Education: Giovanni earned a BEng (Honors) Mechanical Engineering at the University of Strathclyde, Glasgow, Scotland; and an MBA from Strathclyde Business School, Glasgow, Scotland, in General Management with a focus on Strategy and International Business. The MBA thesis looked into the "Internationalization of High-Tech SMEs through Alliances".