

**Tuesday, February 2: 11:30 am until 12:00 pm; Virtual/Rm 313**

## **Mark DeMeo** **Class of 1979**



Mark DeMeo is an entrepreneurial and results-oriented Senior-Level Information Technology Executive experienced in business process optimization for banking, manufacturing, retail, consumer goods, and service organizations. DeMeo demonstrated success leading large-scale systems design and implementation, application development, data warehousing, data architectures, enterprise technology infrastructure, and process reengineering. He is an industry leader known for his ability to develop applications that improve operational efficiencies and enhance information flow. Mark is also dedicated to aligning Information Systems objectives with corporate performance goals as well as building and motivating cross-functional teams that exceed aggressive expectations.

- **MAXIMIZING RESOURCES & SUPPORTING GROWTH:** Drove IT expense reductions through partial outsourcing, moving non-critical applications to SaaS model and creating offshore support for Service Desk & Development Operations allowing internal staff to focus on mission critical components. Created and implemented strategic technology initiative enabling company to scale from 200,000 to over 5,000,000 business transactions per day.
- **INNOVATION & REVENUE GENERATION:** Designed and built innovative applications to improve efficiency in managing securitization portfolios, effectively positioning company as premier servicer in the industry, driving stock prices from \$3 to \$2<sup>1</sup> per share. Led large proposal team to design and negotiate major new IBM outsourcing agreement. Won profitable contract generating an additional \$55 Million in revenue to services division.
- **EFFECTIVE SOLUTIONS & AWARD-WINNING PERFORMANCE:** Engineered solutions enabling effective utilization of transactional data to build timely reporting and decision management systems for multiple clients including AC Nielsen, IBM, Nestle North America, Volvo, UOP, Budget Car Rental, Tracfone Wireless, Ocwen Federal Bank, and several others. Earned Fast 50 Award at both Ballantyne Consulting Group and Revere Group.

Mark earned a Bachelor of Science Degree in Computer Science from Wright State University in 1984.

Mark has fond memories at Carroll High School taking Microbiology with Mrs. Suz Levy and watching his class get wiped out by mysterious illnesses.