

Resume – D. Michael Travis

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Executive Summary

Mr. Travis has significant executive management and MIS experience and desires to join a leading business school and faculty as a Professor of Practice. He is an accomplished corporate leader and senior advisor with 30+ years of experience in the consulting and information technology businesses. He has an ability to inspire and motivate others and create a highly collaborative environment for performance and learning. Mr. Travis has taught previously at University level, and has business experience that will enhance learning and class discussions. He is seeking teaching assignments in MIS, or Management (including globalization or M&A) or possibly a Management Consulting Practicum. Mr. Travis also has a passion to work with students interested in careers in Consulting, and advancing the University as a prime recruiting source for students seeking careers in consulting.

Mr. Travis was formerly the Managing Partner for Arthur Andersen's West Region consulting business (1,000+ consultants) and was a member of Andersen's Global Leadership Team for their consulting business. Over the last 12 years, he has performed as CEO for 3 different Hitachi consulting and IT businesses units, where he demonstrated critical expertise in areas such as business turnarounds, M&A and global business expansion. Currently, Mr. Travis is Chairman Emeritus for Hitachi's global solutions business, Hitachi Solutions, America.

Education

- **Masters in Business Administration – University of Texas at Austin** with focus on Finance and Operations Research
- **Bachelors in Business Administration – University of Texas at Austin** with major in Business Statistics including quantitative methods and business computer systems
- **Association to Advance Collegiate Schools of Business – Bridge Program** (June 2014) certification (to assist senior business professionals with transition into teaching at accredited business schools)
- **Hitachi, Ltd.** – Selected for and graduated from Hitachi's exclusive International Executive Course for key executives to enhance their leadership skills and effectiveness in a Japanese corporation (Tokyo).
- **Arthur Andersen** – special Partner executive training in Europe (advanced business and social topics)

Teaching (and Curriculum Development) Experience

- **University of Texas at Austin – School of Business – Business Statistics & Advanced Business Programming** – taught sections over 4 semesters (while completing graduate work) of required BBA course in business statistics and MIS (including computer programming); also taught STAT 333, an upper division course in MIS and business language computer programming
- **Southern Methodist University** – taught a cross-over course between the Business School and the Engineering School which was introduction into uses of business IT, technology and MIS
- **Hitachi Solutions, Ltd.** – executive responsible for developing professional education (**Hitachi Global Development Program**) to enable Hitachi future leaders to be more effective building global markets.
- **Guest speaker** – asked to speak before various classes at selected Universities including University of Texas, University of Southern California and Pepperdine.

Licensure, Affiliations and Memberships

- **Certified Public Accountant (Texas and California)** – (inactive since assuming CEO level duties)
- **University of Southern California – Marshall School of Business** Corporate Advisory Board
- **Southern Methodist University – Bobby B. Lyle School of Engineering** Distinguished Advisory Council for Department of Engineering Management, Information, and Systems
- **Vistage International** – member of world's leading organization for development of CEO's, with 15,000+ members and goal to help CEO's be more effective (currently inactive)
- **Association for Corporate Growth (ACG)** – current member of professional organization focused on middle market growth

Employment History

HITACHI – INFORMATION TECHNOLOGY BUSINESSES (2002 – Present)

Chairman Emeritus, Hitachi Solutions America (Irvine CA)
President and CEO, Hitachi Solutions America (Irvine, CA)

Present
2012 – 2014

Building global business that provides software and service solutions based on Microsoft AX and Microsoft CRM business solutions software. Company also provide business intelligence/analytics solutions and maintains proprietary industry software solutions (including mobile technology) for competitive advantage.

- Global growth over first two years from \$35M to \$170M revenue (high organic growth plus two acquisitions completed); Developed and executing business and expand further in global markets including Japan, Canada, Europe and Southeast Asia; Chairman of Executive Committee and Board

President and CEO, Hitachi IT Global Holding Company (Santa Clara, CA) 2009 – 2012

Promoted to Hitachi's IT Global Holding Company to build Hitachi's overall portfolio of IT based products and solutions. Directed the strategy to expand the business outside of Japan/Asian markets.

President and CEO, Hitachi Consulting (Dallas, TX) 2002 – 2009

Assumed responsibility as President for consulting business with \$117M revenue and \$16M loss in prior year of operation. Built and led a leadership team that achieved 250% growth (including international expansion) to \$300M+ revenue over 5 years. (2,000 employees)

- Rebranded the company as Hitachi Consulting and built positive reputation with Gartner and other analysts in areas of ERP consulting and services, supply chain and CRM; executed strategic M&A transactions (planning, valuation, negotiation, deal structuring, and post-merger integration); mentored several Japan executives to work with Hitachi Consulting in the U.S. as part of their global development.

ARTHUR ANDERSEN & ANDERSEN CONSULTING (Dallas, Chicago, LA) 1987 – 2002

Managing Partner, U.S. West Region Consulting Services (1,000 employees) 2000 – 2002

Managing Partner, Global ERP Practices 1997 – 1999

Leader and Managing Partner for Dallas Office Technology Solutions 1988 – 1996

Selected Professional Achievements

- Recognized by Consulting Magazine as one of **Top 25 Consultants** in 2005
- Leader of global expansion for multiple Hitachi organizations including establishing new business units in countries including U.K., Spain, Portugal, Germany, Canada, China and India (2003 to present)
- Significant experience using M&A (led 8+ transactions at Hitachi) to build an organization quickly and supplement strong organic growth; prior industry IPO experience (2004 to present)
- Leader of major large scale (100+ resources) consulting, technology advisory and major implementation initiatives at global clients such as **Halliburton** and **Tyson Foods** (1992 – 2005)
- Executed business turnaround for large **Andersen** consulting unit with lower profitability versus peer regions resulting in 26% top line growth and 260% increase in Contribution over two years

Selected Publications & Industry Presentations

- “Managing Talent Through Tough Times” a keynote Presentation at the Consulting Summit (Kennedy Consulting Research & Advisory and Consulting Magazine), Chicago - May 2009
- “ERP Selections – Foundation for the Enterprise” authored article published in APICS (The Association for Operations Management) Magazine; Vol. 9, No 6 - 1999
- “Accelerate Organizational Productivity – Managing Change in a Rapid Implementation” – SAP Sapphire Conference, Melbourne - Nov 1998
- “Sales and Delivery Routes: A Case Study of Integrating Handheld Technology with SAP R/3” – SAP Sapphire Conference, Orlando - Aug 1997

Personal

Mr. Travis and his wife, Laura (Duke University – Engineering degree) have 3 sons James (Wake Forest degree 2014 – Business Enterprise Management/Communications), Will (Washington & Lee degree 2014 - Biology with environmental science) and Barrett (completed his 2nd year at Stanford majoring in Mechanical Engineering).

The Travis family enjoys travel, sports, music and most outdoor activities including all activities around the water (snorkeling, paddle boarding, kayaking, etc.). They currently reside in Orange County, California.

The Travis Family is open to relocation (enjoyed prior relocations to Chicago, Dallas and California twice).

Curriculum Vitae & References Available on Request