

# Blair M. Baker

Information Leadership



## Overview

A highly talented IT executive, Blair specializes in project management or interim leadership consulting in the realms of Information Technology and/or IT operational excellence. Blair excels in assisting executive and IT teams in increased communication, efficiency, and infrastructural alignment. He's particularly skilled in transforming individual technical silos into a unified, service-oriented business. Having led the technology integration of five new business acquisitions, he's also saved his clients hundreds of thousands of dollars by re-aligning technology with the actual business need.

## Key Accomplishments

- Turning around and revitalizing a failing CADD/IT department, Blair increased their productivity by 70%, reduced expenses by 40%, and returned department to profitability.
- By developing and leading the Client Life-Cycle Management Process, Blair streamlined and increased communications resulting in an increase in the company's client base as well as boosting hosting revenue by 150%.
- Implementing a Cost Allocation Model Analysis Initiative, Blair reduced overhead and maintenance expenses by 15% and increased cost transparency.
- Saved millions of dollars of potential spend in Microsoft Licensing EA/True up negotiations.

## Areas of Expertise

- Strategic Planning and Tactical Execution
- Talent Development and Management
- Financial Analysis, Capital Planning and Cost Control
- Insourcing, Outsourcing and Off-Shoring
- Enterprise Architectures, Applications and Integrations

## Professional Experience

### LPL Financial

SVP, Business Technology Services

### AIG SunAmerica

Vice President, Information Technology

### MedUnite

Vice President, Information Technology

### Quovera

Director of ASP; Acting CTO

### Accenture

Senior Manager; Enterprise Architect

## Contact

 858.240.5040

 [info@customatrix.com](mailto:info@customatrix.com)

 [www.customatrix.com](http://www.customatrix.com)