



**SERVICE OVERVIEW:  
BUSINESS DEVELOPMENT AND  
PRACTICE MANAGEMENT SERVICES**

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David L. Boone is a certified project manager (PMP), business analyst (CBAP) and Six Sigma Black Belt with over 15 years of progressively responsible experience in business development and sales, practice management and technology consulting. His specialty is identifying and capturing opportunities to implement strategic, transformational process improvements and mission critical technology solutions; and building/employing distributed, cross-functional teams and providing resources to conceptualize, define, design and deliver them.

David has held consulting and business development positions at KPMG, Computer Sciences Corporation (CSC), iMall/Excite@Home, Oracle and Answerthink/The Hackett Group. At Answerthink, he managed a \$20M profit and loss statement for an IT consulting and staff augmentation/staffing practice and grew the business to \$27M (up 35% year over year) through a combination of existing business contributions and new business development. He developed senior level (VP/CIO) client relationships, provided thought leadership as a key presenter along with Oracle and HP for an executive breakfast series conducted at various national locations; managed master service agreements (MSA), statements of work (SOW) and change requests. David established effective pricing and staffing levels for each client; orchestrated cross functional teams to achieve strong client results; generated invoices and collected fees; conducted contract negotiations; and achieved recognizable improvements in skill level and P&L performance of the area and service line.

At Oracle Consulting, David managed a service line of over 50 consultants. He served as program manager or solution architect on key engagements, performed Solution Value Assessments (SVA), developed business cases, and established or maintained relationships with C-level prospects and clients. At iMall/Excite@Home, David served as an Independent Regional Consulting Manager for a publicly traded Application Service Provider, responsible for business development, operations and service throughout a region covering 12 states, plus staffing, training and performance of 400+ Internet services sales professionals.

David also founded a business architecture consulting practice, focused on modeling and aligning client organizations' processes, systems and human resources with business strategy to maximize value creation by leveraging revenue and cost drivers. Services include strategy, business process reengineering, business case development, technology evaluation and selection; and program/project management. He SOLD CONSULTING AND STAFFING ENGAGEMENTS to clients including Fortune 500 companies including IBM, Johnson & Johnson, Kraft and Walgreens; a variety of small and mid-sized businesses, and local, state and federal governments. A no-nonsense, ex-military officer with an entrepreneurial spirit, David started his practice "from scratch" – cold calling, building relationships, securing clients, developing product offerings, and "delivering the goods" while achieving targets for revenues, milestones, client satisfaction and profit margin.

David's credentials include an MS in Systems Management from the University of Southern California, with additional graduate work at Harvard and Stanford Universities. His certifications include CBAP (Business Analysis), PMP (Project Management), Six Sigma Black Belt, Professional Scrum Master, ITIL, and various vendor certifications including Microsoft MCP, Oracle OCP, Peoplesoft CRM, SAP Solution Manager and Siebel CBA.

Best-selling business author (In Search of Excellence) and consultant Tom Peters profiled David (in his book The Tom Peters Seminar) because of David's innovative and forward-looking ideas on business organization and operations. David has also been featured or cited in various other publications including the Internet Business Guide, PC Today and The Times of London.

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