

Stuart Glazer

Associate Advisor

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Mr. Glazer has twenty years leadership experience working with Corporate and Business Unit Executives focusing on process improvement and technology integration to solve critical business issues. As a Managing Partner for PricewaterhouseCoopers Oracle Consulting Practice he focused the organization on client partnering, getting to know the business, working with the users to understand their issues, then working with the IT department to solve the critical problems.

Mr. Glazer has built processes and controls around his clients' financial systems, ensuring separation of duties are clearly documented, implementing control procedures around the processing of legal entities, departmental processing of cash related transactions, review and analysis of account activity, etc. to help client reduce risk and meet audit standards. He has also designed, configured and implemented numerous ERP software packages, as well as led application development departments in custom building sales and marketing analytic systems, financial and operational data warehouses, Executive Information solutions, Business Intelligence Cubes and Executive Dashboards in order to improve user productivity and get users quick and easy access to reports and data while ensuring the reports and data are secure for accurate financial reporting.

Prior to joining Price Waterhouse, Mr. Glazer organized and grew the package application business for Cap Gemini America , solving clients back office process and software needs. At Oracle Corporation he built the New York Metro Applications Consulting business, growing the group from six consultants and \$1 million in revenue to sixty consultants and \$20 million in revenue. Price Waterhouse (PW) hired Mr. Glazer into their Finance and Cost Management Practice to help clients define back office process models as well as build their Oracle Application and Technology Consulting Practice. He grew this practice from a start-up operation to 165 practitioners, responsible for generating \$60 million in high margin revenue to the Partnership. As a Client Service Partner for PwC, Mr. Glazer was responsible for managing some of the firms most prestigious clients including, McKinsey & Co., Kmart Corporation, Reed Elsvier and The Thompson Corporation.

Mr. Glazer has accomplished this significant practice building by partnering with the business, focusing teams on the users needs in order to solve their business and technology issues as well as mentoring staff to understand the value of solid project management and risk mitigation. As a lead Partner for PricewaterhouseCoopers, he was responsible for the strategic direction, practice management including skills mix/development and utilization, profitability/gross margin, performing quality assurance reviews on all practice engagements, as well as client and vendor relationship management. Throughout his career, Mr. Glazer has worked closely with his client's senior executives (CFO, CIO, COO), identifying and prioritizing critical business issues to be resolved during their fiscal year. He has then worked with these executives to set a vision for their implementation project teams by defining solutions, project scope, success criteria, project budgets and setting up project management offices to ensure effective project communications and successful implementations.

Mr. Glazer holds a BBA degree in Economics from The University of Pennsylvania Wharton School with concentrations in Accounting, Finance and Computer Science.