Jay Rothstein

Associate Advisor

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Jay Rothstein has over twenty years of experience in the Strategic Sourcing and Outsourcing of Information Technology, Professional Services, and other categories in financial services, telecom, and manufacturing.   Jay successfully leads cross-functional teams in the negotiation of contracts, mitigation of risks, and delivery of savings for software, hardware, and services.   He is also an accomplished Management Consultant, Compliance Analyst, IT Manager, and Certified Information Systems Auditor.

Most recently, as a Strategic Sourcing Analyst at a leading international bank, Jay negotiated deals for compliance-related management consulting with the Big-4 on an estimated annual portfolio of $250M+. In addition to completing 26 statements of work, Jay delivered a full life-cycle RFP in one month for a compliance strategy overhaul with cost savings of over $250K on a spend of $850K.

For the same client, through PwC and TPG, Jay served as Remediation Analyst in the Financial Services and Energy Sector for Know Your Customer (KYC), Anti-Money Laundering (AML), and Bank Secrecy Act (BSA). He developed Compliance Referrals based on a careful and insightful re-evaluation of existing files and on original and creative research.

As Sourcing Partner at Barclays Capital, Jay supported CIO Direct Reports in portfolio management, vendor management, and deal execution.   Jay achieved savings of 100% on a software deal by forging a global cross-functional team and holding accountable the extended supply chain for massive technical failures.   As Technology Procurement Analyst at The Bank of New York Mellon, Jay conducted outsourcing deals in Health and Welfare Benefits, 1099 Processing, and Account Open Kits. On the latter two, Jay achieved savings of $1.9M (23%) on $7.9M and $1.56M (66.8%) on $3.2M.

Jay served for over seven years as Sourcing Process Leader and Senior Consultant at Verizon.   For the first initiative on Midrange Hardware, Jay consolidated 63 resellers into three master agreements with IBM, HP, and Oracle. Jay discovered long-term supplier fraud on software for Storage Area Networks resulting in a new five-year contract with savings of $12.3M and a credit for unearned installation fees.

Jay served for almost ten years as a consulting manager at Mitsubishi International Corporation, the trading company of the Mitsubishi Group.   He recommended a $6M investment creating EZPass and launched a "landmark toll-fraud lawsuit" against AT&T. He managed the successful implementation of integrated accounting systems for steel, pulp, textiles, and semiconductors.   He led the first Strategic Business Intelligence program at Mitsubishi through fourteen information facilities and forty research projects.   Jay performed technology, financial, and operational audits of Mitsubishi subsidiaries.

Jay is the author of a paper on "Managing IT Procurement Risks" published by EDPACS. He earned his Bachelor's Degree cum laude from Harvard in History and Literature and his Masters Degree from Columbia in Linguistics. Jay studied Computer Science at New York University.