

Harry Sakamaki

Principal Advisor

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Harry Sakamaki joined TPG to be responsible for the Japan and Asian Desk after over 30 years of IT business development and IT consulting in a global professional and an IT company. His major consulting services in TPG are to help the Japanese and Asian clients by providing business and IT solutions. He is also responsible to develop cross border business between U.S. and Japan as well as Asian companies by transferring new technologies, products and new business models through the placement of private equity.

Harry's major engagements in TPG include a series of industry vertical strategy and business developments for Fujitsu and private equity placement for several Japanese companies for US investors, creating over \$100 million of investment. The Japanese companies invested in include animation content, real estate investing, and other businesses.

During his eleven years of service as a director and partner in PricewaterhouseCoopers in U.S., he has built the Japanese Consulting Practice to provide various strategic solutions from business & organizational restructuring, ERP implementation, B2B e-marketplace, supply chain management, risk assessment, business continuation guidance and others. Major clients developed were such as Mitsubishi Electronics, Hitachi, Panasonic, Fujitsu, Sony, Toyota Motors, Bank of Tokyo Mitsubishi, Nomura Securities, Itochu International and others. These achievements have turned out to be the number one Japanese consulting practice among Big 4 firms. Prior to PwC in U.S., he was invited to work as a director in Pricewaterhouse Consulting in Tokyo from IBM Japan to build IT Consulting Group to serve Japanese subsidiaries of global clients such as JP Morgan, Morgan Stanley, Grace, Sandoz (now Novartis), Shell Oil, and others.

Mr. Sakamaki served nineteen years in IBM Japan and he took various management positions in system engineering, sales, marketing planning, and business development. He was an industry opinion leader on IT control and management of the Japanese iron & steel industry through various mega systems implementation experiences. One of the projects was to implement the first fully automated integrated system and no-operator slab yard system for the world third largest Nippon Kokan Ltd. iron & steel plant from production planning, shop floor control, manufacturing to delivery. The peak time of project resources amounted to over 1,000 system engineers and programmers. He was assigned to IBM Singapore to organize and manage a new market and product planning department. There he developed a strong communication network with Singapore Chinese community. His last major contribution was to plan and develop strategic joint venture companies between IBM and top tier Japanese companies under president office. He was involved in JV project for NTT and has initiated and started up other JVs with Fuji Bank, and other major software companies.

He has organized the first CIO Association of Japan in late 1980s to recognize the important role of CIO and developed an alliance with Society of Information Management (SIM) of America. He has made public speeches and wrote papers on topics as such new roles of CIO, strategic information systems, supply chain management and others. He has made a public debate with Professor Michael Porter of Harvard University on future strategic information system. He holds a BS degree in Electronics from University of Tokyo and MS in Operations Research from Stanford University.