

**David F. Giannetto**, CEO of the Telos Group, is co-Author and creator of *The Performance Power Grid*, *The Proven Method to Create and Sustain Superior Organizational Performance* (J.Wiley & Sons, 2006), today's leading Enterprise Performance Management methodology and the nationally recognized book of the same name. He has been listed as a thought leader by *Business Finance Magazine* and is widely acknowledged as one of the most experienced business performance management practitioners (EPM/BPM/CPM) in the United States. Equally knowledgeable in both progressive management practices and today's leading information-oriented technology, he creatively combines these as a means to enable organizational change, redesign financial operations and reporting while reducing risk, implement strategic plans to operational efficiency, and improving focus and performance at an individual, group and corporate levels to achieve sustainable superior performance and achieve competitive advantage.

David began focusing on information and performance management over twelve years ago as the driving force behind the Business Performance Management and Reporting initiative at the **United Nations Secretariat** and has led initiatives at a diverse group of organizations, ranging from internet start-ups to some of the world's largest organizations, including:

- **FujiFilm's** award-winning performance management initiative, giving them an industry-leading competitive advantage for over two years, and redefining the entire consumer goods rebate industry.
- **Seattle City Light's** award-winning EPM initiative refocusing the entire organization on providing superior customer service and safe, economical, environmentally friendly energy.
- Shaping the EPM vision for organizations such as **JPMorgan, Black & Decker, Kelly Services, Regeneron Pharmaceuticals, Mediacom Communications, WHX Handy & Harmon** and **Health Care Service Corporation (HCSC)**, embedding a new management methodology and re-architecting their Management Information Systems to improve financial and operational performance.
- **BlueCross BlueShield of Minnesota's** EPM initiative allowing them to reduce the total cost of care without sacrificing the quality of care, while also reacting to the changing demographics and buying habits of their membership and customer base.
- Providing the **UN Joint Staff Pension Fund**, one of the largest pension funds in the world, with the ability to oversee the fiscal management of their fund, while also managing and protecting individual member wealth, while substantially reducing risk and achieving an industry-leading cost advantage.

His client list also includes BlueCross BlueShield in 5 other states, Roche, Schering-Plough, American Express, Scholastic books, Engelhard Chemical, Men's Warehouse, and the Huntington Learning Center. This experience, in addition to his extensive experience as a writer and public speaker, has led to his recognition as one of today's newest business theorists. He is a **Chairman of the Board** for the Spina Bifida Resource Network, **advising Chief Operations Officer** of CRE Technologies and a former **MBA Professor** at Rutgers University. David has also worked as an advisor to numerous information-oriented technologies to shape their business value proposition and improve technical functionality.

David created the nationally respected EPM practice at J.H. Cohn, which in 2008 became the independent firm Telos. Prior to consulting he gained extensive experience in operations, distribution, warehousing, and logistics as a senior manager for Airborne Express (currently DHL). He earned his MBA from Rutgers University and was a regular army officer in the 10<sup>th</sup> Mountain Division. He is an award-winning wildlife photographer and decoy carver, with his second book, *The Decoy Artist, America's last Hunter-Carver* (Pelican, 2010), a narrative non-fiction novel, nominated for Book of the Year by the NJ Council for Humanities.