



Blending Management & Technology Consulting

David F. Giannetto

Chief Executive Officer, Author & Professor

David F. Giannetto is co-Author and creator of *The Performance Power Grid*, *The Proven Method to Create and Sustain Superior Organizational Performance*, 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 in the United States. He is the former director of the EPM practice of J.H. Cohn's Consulting Group and works with clients to provide a practical means to enable organizational change, implement strategic plans, improve focus and performance at an individual, group and corporate levels, achieving sustainable superior performance and competitive advantage.

David was a driving force behind the Business Performance Management and Reporting initiative at the **United Nations Secretariat**. He has led EPM 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 **Board Member** of the Spina Bifida Resource Network.

Prior to joining Cohn Consulting Group, David 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 is currently a **Professor of Organizational Behavior** in the Rutgers' Executive MBA program. He was a regular army officer in the 10th Mountain Division, and is an award-winning wildlife photographer and decoy carver. His next book, *Raised on River Water*, is a narrative non-fiction work due for publication in early 2010 by Pelican Publishers.