

Jay Rothstein

Associate

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Jay Rothstein has more than thirty years of experience in information technology and procurement, with an emphasis on Software Procurement. Among other positions, he has served as Manager, Enterprise Business Systems, at Mitsubishi International Corporation, and Sourcing Process Leader and Senior Consultant at Verizon Communications. As a consultant through TechPar Group and other firms, he has provided technology procurement services to leading firms in Financial Services, such as The Bank of New York Mellon, Barclays Capital, HSBC, and New York Life.

In his career, Jay has participated in the negotiation of approximately 200 technology procurement contracts, primarily as the lead negotiator and/or cross functional team lead. Approximately 100 of those contracts were for software; the rest cover hardware, services, telecom, and non-IT. Additionally, he has led a team of 30 negotiators responsible for a portfolio of over 150 suppliers and 1,200 products.

Jay is currently serving as an expert witness for litigation on Software Procurement.

Additional highlights of his career include the following:

- For HSBC, significantly impacted corporate compliance for key regulatory regimens through the timely and cost-effective negotiation of 26 Statements of Work, valued at \$1-2M each, for Professional Services by the Big-4
- For HSBC, identified and corrected multiple multi-million-dollar errors in a deliverable to the regulator covering \$100M in services
- For Barclays Capital, forged a global cross-functional team, analyzed contracts and aligned parties across the supply chain; and achieved best rates and a waiver of costs in lieu of damages
- For Verizon Communications, discovered long-term supplier fraud leveraged to negotiate a new five-year contract with savings of \$12.3M
- For Mitsubishi International, created and operated a program for Strategic Business Intelligence for the CIO, installing fourteen on-line and CD-ROM facilities and conducting forty research projects for Lines of Business
- For Mitsubishi International, launched a landmark toll-fraud lawsuit against a major carrier resulting in significant cost savings and a redefinition of supplier liability.

Mr. Rothstein has been a Certified Information Systems Auditor (CISA) since 2006. He has contributed to internal audits at Fannie Mae, HSBC, Citigroup, and the Bank of China. His audits have addressed information technology and regulatory regimens such as Know Your Customer/ Anti-Money Laundering/ and Bank Secrecy Act (KYC/AML/ BSA) and OFAC/Sanctions. Areas of focus include IT, Foreign Correspondent Banking, and Consumer Credit Cards.

Jay earned his Bachelor's Degree cum laude from Harvard in History and Literature and his Masters Degree from Columbia in Linguistics. His published articles and delivered addresses include: "Managing IT Procurement Risks," *EDP Audit, Control, and Security Newsletter*; "Global Database Sourcing™," *Proceedings of the National On-Line Meeting*; and "A SNOBOL Program to Solve Trigonometric Identities," presented to NASA.