

R. Andrew Sawyer
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IT Management – Outsourcing – Program Management – Relationship Management

Mr. Sawyer is an IT business professional with diversified experience focusing on solving the business challenges by carefully aligning requirements and goals with the power of technology. Has a clear understanding that business needs should dictate decisions regarding IT. Excels at bridging “the gap” between IT and business organizations helping them to be successful in meeting their strategic goals as well as communicating with integrity to all levels of an organization. Highly effective in:

- IT Management
- IT Strategy
- IT Budgeting
- Project/Program Governance
- Program Management Office
- Project Management
- Outsourcing Strategy
- Outsourcing Transactions
- Vendor Management
- Quality Management
- Metrics Reporting (KPIs)
- Change Management
- Client Executive
- Relationship Management
- Business Requirements
- Functional Requirements
- Business Analysis
- Workflow Design
- Analytical Skills
- Critical Thinking
- Problem Solving
- Presentation Skills
- Communication Skills

HIGHLIGHTED CAREER ACHIEVEMENTS

- Created long term sourcing strategy and developed initial IT sourcing transaction that delivered over 32% savings over five years with \$4.5M savings in the first year, with improved Service Levels and other key transaction terms. (ThinkSolutions)
- Led a program that delivered a SaaS CRM solution for over 25,000 users overseeing a team of about 45 people. Oversaw CRM implementation program with a combined value of over \$20M. Interacted daily with key client stakeholders (from “C” level to end users) to ensure that my teams consistently exceeded the client’s expectations. (Fujitsu)
- Led teams that conducted full evaluations of a large IT organizations. Reviewed areas of governance, methodologies, organizational structure, infrastructure, and sourcing. Provided formal and ad-hoc updates to CIO and key executives, and presented final results to Senior Management, CEO and Audit Committee. (PwC)

EMPLOYMENT SUMMARY

ThinkSolutions Inc. – Client Executive	2011 – Present
The Charles Engelhard Foundation – Consultant (The Sawyer Group)	2012 – 2013
Fujitsu America – Director	2008– 2011
PricewaterhouseCoopers LLP – Senior Manager	2005 – 2008
Tokio Marine Management Co. – Manager of IT	2003 – 2005
One Beacon Insurance – Program Manager (The Sawyer Group)	2002 – 2003
Wireless Data Service Provider Corp.– NIC Operations (The Sawyer Group)	2002 – Present
PwC Consulting – Principal Consultant	1996 – 2002
Chubb & Sons - Senior Program Analyst	1987 – 1996
Lucent Technologies – Data Center Operations	1986 – 1987