



CAPITOL CITY SPEAKERS BUREAU

We help you thrill your audience!



Jack Shaw

Travels from: Georgia

Fee Range: \$2,500 - \$5,000

Jack Shaw helps organizations increase revenues, cut costs, improve service, and maximize the productivity of their people by implementing advanced business practices and improved business processes.

For more than 30 years, Jack has been a leader in assessing the impact of technology on business strategy. Jack began his experience with the strategic opportunities associated with business process redesign years ago during his tenure as Treasury Systems Analyst for Swift Meats. Jack designed and implemented one of the first sophisticated telecommunications-based cash management systems for this \$5 billion multinational food company - and added \$5 million per year profit to the bottom line.

In 1977, Jack became Assistant Treasurer for Martin Oil Service Inc. and furthered his experience with business processes and information flow by designing and implementing new cash management and accounts receivable systems for this \$200 million oil wholesaler.

In 1979, Jack began working with MSA, where he had responsibility for product design and marketing for all supply chain management systems. His responsibility was to understand the business processes and needs of clients and prospects in dozens of industries and ensure that they were addressed in the designs of MSA's systems. Jack's early experience proved to be invaluable in testing his ideas on using emerging information technologies to implement advanced business practices and improved business processes.

In 1985, Jack left MSA to form his own company, eCommerce Strategies. Through consulting and educational seminars, Jack deepened his experience and, over the years, brought his expertise to companies in numerous industries. In all, Jack has taken the platform in front of more than 1,000 audiences around the world.

In the early 80's, Jack founded a newsletter called EDI Executive, providing valuable information on a monthly basis about the technology current at that time. In the early 90's, Jack wrote the EDI Project Planner. This was later greatly expanded to include the Internet, the World Wide Web, and other emerging technologies. This 400-page manual, called *Doing Business in the Information Age: Electronic Commerce, EDI and Reengineering* is still in use at more than 3,000 companies.

In 1999, Jack wrote the book *Surviving the Digital Jungle*, which was revised and reprinted in 2000 and sold over 10,000 copies.



CAPITOL CITY SPEAKERS BUREAU

We help you thrill your audience!



Jack Shaw (continued)

While researching his next book, *The Autonomic Enterprise*, Jack recognized that cognitive systems technologies were the next wave of business technologies. To build his expertise in this area, he joined Applied Systems Intelligence, Inc., an Atlanta-based software company that supports government and commercial customers with advanced cognitive systems as Vice President of Commercial Systems in 2004. There he was responsible for the design, development, and marketing of advanced cognitive systems solutions for risk management, travel industry yield management, supply chain management, and healthcare.

Jack now serves as VP, Product Management, for Selectica, provider of the leading Objective Driven e-Commerce Platform which includes engineering and sales configuration, pricing, quotation, proposal, and contract management. In this role he is responsible for the strategic direction of Selectica's products.

His formal education includes a BS in Business Administration from Yale University and an MBA in Finance & Marketing from the Kellogg Graduate School of Management at Northwestern University.

Most Requested Programs...

- Succeeding in Today's Economy by Managing Better Business Decisions
- The Fifth Wave - Cognitive Systems
- Dynamic Business Process Management™
- Enterprise Risk Management
- 21st Century Artificial Intelligence: AI is Back - to Stay!
- Who Moved My Mousetrap? Achieving Disruptive Innovation
- Globalization at the Intersection of Business and Technology
- Taking Cost Out of Your Supply Chain