



Gary Reck

A proven consulting management executive with a reputation as a highly ethical, dedicated and motivated leader. Responsible for building a long term, loyal consulting resource network within the Hyperion/Oracle Enterprise Performance Management (EPM) marketplace by focusing on people, client satisfaction, and retention.

20 years of overall executive experience in EPM, overseeing exponential growth, and developing a loyal following of industry experts in the Hyperion world:

- Currently President/CEO and co-founder of one of the fastest growing Hyperion/Oracle EPM resource providers in the U.S.
- Most recently as the Vice President, Global Managing Director of a management advisory services company with direct fiscal responsibility for day to day sales and operations of annual revenues of over \$25mm.
- Proven, successful leadership of a global sales and delivery team of 100+ Hyperion/Oracle EPM professionals and an integration of the technology division into the broader management advisory services culture and product offerings.
- 10 years of managing exponential growth, developing loyal, long term client and consulting relationships, and minimizing unwanted turnover as Vice President of Professional Services at a global software company.
- Substantial contribution to an increase in revenues from \$50mm to \$700mm annually over the decade of growth. Helped to put the company on the CFO's radar as the top EPM tool in the marketplace. Also helped prepare the company as an acquisition target by a major ERP company.
- 5 years of service in a dual role of National Director of Business Development for Information Management, and Managing Director of a Midwest region in a professional services company.
- Contributed to overall company growth of \$192mm to \$700mm and a local office service growth of 1500% by introducing a new EPM services business model to an emerging market in the Midwest.
- Extensive experience in hiring, mentoring and retaining top EPM industry management, technical partners, and sales and consulting talent.
- Global spokesperson for EPM and EPM as a SOX enabler.

Areas of Expertise

- Global Executive Management
- Sales & Marketing
- Business Development
- Growth Strategy Development
- Team Building
- Recruiting
- Client Management
- Project Management
- Executive Mentoring
- Partner Strategy
- Hyperion Resource Network
- Staff Augmentation Services
- P&L Management
- Performance Appraisals
- Consulting Metrics
- Start Up Management
- Integration Management

Education

- **University of Wisconsin, Milwaukee**
Bachelors Degree – BA – Marketing
- **University of Central Connecticut**
Certificate in Management Program
- **University of Hartford**
MBA Program (partial)

Contact Information

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PROFESSIONAL WORK EXPERIENCE

Skehana Systems, LLC

2010 to present

Principal co-founder of a \$2mm consulting services company focused on supplying Hyperion/Oracle software implementation resources to the marketplace.

The Hackett Group

2007 - 2010

Vice President, Global Managing Director, Technology Division

- Hired to create a new business plan, overall go-to-market strategy, and resource plan to turn around the current organization. Successfully managed 95 consultants and 8 sales professionals through a first year growth of 20% in revenues and 150% in net income by refocusing resources via new compensation plans and client satisfaction strategies. Strengthened internal teamwork within Hackett's transformation and benchmarking teams, and externally with Oracle executive management. Expanded global footprint into UK and sold and implemented first worldwide, full EPM solution for Oracle establishing Hackett as a leader in the global EPM implementation marketplace.

Resources Global Professionals

2002 - 2007

National Director of Business Development in Information Management/Managing Director

- Dual role responsible for a global EPM practice of 100+ Information Management (IM) professionals, and Director of the Wisconsin regional office. Built and executed a business plan to pursue EPM as a consulting services offering. Recruited, trained and supported regional management and associates in Hyperion, Cognos, Cartesis, and Outlooksoft as part of plan execution. Managed overall vendor partnerships and alliances for joint business pursuits. Increased technology revenue by 1500% while Managing Director of the Wisconsin office.

Hyperion Software

1992 - 2002

Vice President of Consulting

April 2000 - May 2002

- Senior professional services executive with national P&L responsibility for a 75 person Hyperion Planning consulting organization. Developed and executed annual business plans for the budgeting and planning product lines. Maintained \$15 million revenue stream with 40-50% gross margins. Supported all aspects of pre-sales, post-sales, and business development activities for the initial versions of Hyperion Planning. Enabled Hyperion consulting partners and system integrators to establish consulting practices based on Hyperion products after the acquisition of Arbor Corporation.

Regional Vice President of Consulting

March 1997 - April 2000

- Promoted to Regional Vice President of Hyperion's western region with responsibility for business development, pre-sales, and post-sales consulting services across all Hyperion product lines. Built and retained a strong network and pipeline of consulting talent. Developed a loyal customer base to maximize software and service up-sell opportunities. Led Hyperion annually in profitability, customer service, and employee retention. Successfully managed the assimilation of services personnel during the Arbor/Hyperion merger and other notable acquisitions such as Pillar Corp.

Senior Director of Consulting

May 1992 - March 1997

- Began Hyperion (IMRS) career as the Consulting Services Manager for the western region of North America. Promoted to Senior Manager, Director, Senior Director and Regional Vice President respectively within the initial five-year period. Built a successful consulting practice starting with five consultants in 1992, to 100+ in 1997.

Aetna Life & Casualty

1989 - 1992

Director of Financial Information

- Directed the purchase and implementation of financial reporting systems within the Corporate Controllers department. Managed a team of 26 accounting and IT professionals in the installation, operation and training of Hyperion's global consolidation and forecasting system. Elected to the Hyperion user-based steering committee by 600 industry peers.

ADVO Systems, Inc.

1985 - 1989

Manager of Financial Systems

- Managed a team of financial analysts responsible for the general ledger, consolidated P&L's, balance sheets and management reporting. Conducted monthly, quarterly and year-end closes. Rolled out a company-wide Kronos time management system to 25 field offices.