

# GARY RECK

## PRESIDENT & CEO - SKEHANA



A proven thought leader and consulting management executive with 30 years as a highly ethical, dedicated and motivated leader in the EPM marketplace, beginning at Hyperion. After driving 10 years of growth for Hyperion, Mr. Reck has since expanded his reach into the EPM industry and is currently responsible for building and maintaining an EPM services ecosystem which includes expert consulting resources, partner networks, Managed Services environments and EPM vendor assessment analysis for his clients. Experience and focus on maximizing ROI for Financial Planning & Analysis and Consolidations & Reporting Solutions.

### AREAS OF EXPERTISE

- EPM Thought Leadership
- EPM Requirements Analysis & Assessment
- CEO/Global Executive Management
- Growth Strategy Development
- Client Management
- Executive Mentoring
- Partner Strategy
- Staff Augmentation Services
- Managed Services
- P & L Management
- Start Up Management

### EDUCATION

- University of Wisconsin, Milwaukee  
Bachelor's Degree - BA - Marketing
- University of Central Connecticut  
Certificate in Management Program
- University of Hartford  
MBA program

### CONTACT INFORMATION

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- President/CEO of Skehana, one of the fastest-growing agnostic EPM resource providers in the U.S. for the past 9 years.
- EPM vendor partners include Hyperion (HFM, Planning, EPBCS, FCCS) OneStream, Host Analytics, Tagetik, Prophix, Vena, Adaptive Insights, and BPC (SAP)
- Widely known as a thought leader in the EPM assessment marketplace, helping clients select the best solutions for Financial Planning & Analysis, Consolidation and Reporting, and Dashboarding and Score-carding.
- Prior Vice President, Global Managing Director of a management advisory services firm with direct fiscal responsibility for the day-to-day sales and operations of annual EPM revenues of over \$25 million at the Hackett Group.
- Proven, successful leadership of a global sales and delivery team of 100+ Hyperion/Oracle EPM professionals and integration of the technology division into the broader management advisory services, culture and product offerings.
- 10 years of managing exponential growth and developing loyal, long-term client and consulting relationships as Vice President of Professional Services at Hyperion Solutions and Vice President of Hyperion Planning Implementation Services.
- Substantial contribution to an increase in revenues from \$50mm to \$700mm annually over the decade of growth. Helped establish Hyperion as the top EPM tool in the marketplace. Also helped prepare for the acquisition and transition to 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 the Wisconsin region at Resources Global Professionals. Contributed to overall company growth of \$192mm to \$700mm and a local office service growth of 1500% by introducing a new EPM service business model to an emerging market in Milwaukee.
- Extensive experience in maximizing client satisfaction by hiring, mentoring, and retaining the top EPM industry management, technical partners, and sales and consulting talent for 30 years.

# PROFESSIONAL WORK EXPERIENCE

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## **Skehana Systems, LLC - 2010 to Present**

CEO & President

- Increased annual revenues from \$500K to \$6mm as a fast-growing consulting services firm focused on supplying the top EPM implementation, support, hosting and managed services resources to the marketplace. Developed a loyal consulting team with an average of 20 years of experience in the marketplace.
- Continue to focus on client satisfaction as the #1 objective to build a repeatable and sustainable long-term business model. With a unique model of no commissionable sales reps, Skehana has been extremely successful building its business through a partner to partner, client network, and resource referral program.

## **BPM Partners, LLC - 2013 to Present**

Principal Consultant

- Conduct corporate wide EPM assessments helping clients select the best solutions for Financial Planning & Analysis, Consolidation and Reporting, Dash-boarding and Score-carding.
- Responsible for more than 10 assessments for EPM clients who were deciding which solution to purchase with clients ranging from \$50mm to \$10B.

## **The Hackett Group - 2007 to 2010**

Vice President, Global Managing Director, Technology Division

- Hired to create a new business plan, new go-to-market strategy and resource plan to turn around a current struggling 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 management. Expanded global footprint into UK and sold and implemented first worldwide, full EPM solution establishing Hackett as a leader in the global EPM implementation marketplace.

## **Resources Global Professionals - 2002 to 2007**

National Director of Business Development in Information Management/Managing Director

- Dual role responsible for 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 to 2002**

Vice President of Consulting

(April 2000 - May 2002)

- Senior professional services executive with national P & L responsibility for a 95 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 to increase our global footprint.

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 other notable acquisitions such as Pillar.

## PROFESSIONAL WORK EXPERIENCE

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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 to 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.