

KEITH B. EVANS

CIO - ENTERPRISE STRATEGY LEADER

555.675.1273 - Glenview, IL - kevans30@gmail.com - <https://www.linkedin.com/in/keithevans5>

Technology & Strategic Business Driver Enabling Rapid Growth & Millions in Savings

Enterprise Leadership - Product Development - Process Efficiency

Advancing Growth Through Deployment of Right-Fit Technologies

CIO and EVP distinguished by strong financial background, strategic application of emerging technologies, consulting experience, and operational leadership – taking companies to next-level growth and driving innovation. **Builds clear business cases for new solutions**, sets IT governance standards, and builds stakeholder consensus. Kellogg MBA.

“At the core of Keith’s success is his ability to be a change agent and innovative thinker. His willingness to explore options, pursue efficiencies, and execute on good ideas **sets him apart as a CIO.**” – *CEO, CMG*

Product Strategy - Solutions Design - Large-Team Direction - Business & IT Transformation - Stakeholder Relations
IT Roadmaps & Strategies - Fiscal Controls - Revenue Opportunities - M&A Strategy & Integration - Cloud & SaaS Solutions
Service Delivery - Vendor Oversight - Infrastructure Strategy - SOX / PCI Compliance - IT Operations - Multi-Site Management

IT & Business Leadership Milestones

Automation Solutions: Reduced service delivery costs by millions with new processes, ERP and collaboration platforms, and KPIs.

M&A Integration: Tapped to head entire Central Parking integration – doubling SP+ Corporation size and creating \$34M+ in synergies; directed large cross-functional groups (15 sub-teams), while retaining oversight of IT, PMO, and tech product management.

Technology Product JV: Enhanced online and mobile reservation capabilities, then integrated on-demand functions, realizing 300% ROI.

Financial Analysis & Project Leadership: Extensive expertise in financial systems and performance at Arthur Andersen, Kraft Foods & CSC.

Focus on Cost & Efficiency

- **50% Drop** in Call Center Expenses
- **Consolidation & Process Automation** Across Financial, IT, & Operations
- **Up to 40% Per-Site** Labor Cost Savings With Remote Operations Solutions
- **\$6M Savings** Via Centralization
- **Outsourced Capabilities** for Better Cost & Support Quality

Professional History

SP+ Corporation, Chicago, IL

Held broad CIO and executive charter for growth initiatives, IT strategy, and M&A integration at publicly traded, \$1.6B provider of parking, transportation, event logistics, and risk / facility management services (largest parking operator in the world).

CIO & EVP, Operations Support (2014–2015)

CIO & EVP, Strategy (2013–2014) | **CIO & SVP, Strategy** (2003–2012)

Facilitated Growth Through Technology & Corporate Strategic Planning – With Focused Execution

Oversight of Up to 160 Total Reports & \$20M in Budget - Sole SVP-Level Steering Committee Member

*Operations Improvement - Growth & Profit Strategy - Platform Upgrades - Technology Enhancements
IT & Cross-Functional Teams - Post-M&A Integration - PMO Leadership - Systems Integration - Product Management*

Headed IT integration, enterprise-level solutions, strategy, cost controls, revenue growth support, platform development, acquisition integration, PMO, product strategy, and customer support at leading provider of managed services to thousands of clients in the US and Canada. Spearheaded post-M&A integration across all company functions (concurrent to CIO, PMO, and product roles). Created and led cost-saving, technology-fueled improvements key to revenue and customer support / satisfaction.

SP+ Corporation

CIO & EVP, Operations Support; CIO & EVP / SVP, Strategy (Continued...)

Enabled Company Growth With New Functionality

- ▶ **Realized \$34M+ in synergies**, leading Central Parking integration as direct report to CEO; led planning, solutions selection, and cross-functional teams. Ensured Day 1 readiness across all functions.
 - Selected and built best-of-breed platforms; led company-wide rollouts. Moved selected outsourced services back in-house.
 - Conducted IT due diligence during pre- and post-merger periods.
- ▶ Deployed and focused Operations Excellence teams on leased site pricing, occupancy metrics, demand drivers, marketing, and cost management, with 7% overall rise in revenue.
 - Illuminated revenue and pricing effectiveness with new reporting and platforms.
- ▶ Drove cultural change instrumental in expansion – boosting efficiency with new tools, metrics, and KPIs measuring strategic and financial results.

Newly Structured IT Practices

- Implemented **PMO & Project Methodology** – Linking IT & Business Strategies for Better Productivity
- Migrated Data Centers to Co-Located Sites & Leveraged SaaS
- Outsourced Infrastructure Support, **Funding Hardware Refresh** Plus Better Service, Security, & Uptime

Conserved IT & Operations Costs

- ▶ **Saved \$6M+** by building and implementing A/P, Time & Attendance, and Monthly Parking / Billing centralization strategy, including new financial systems on Oracle platform and process automation; removed 15% SG&A.
- ▶ Headed Remote Management Services platform development (20%-40% savings in on-site labor) facilitating off-site parking operations administration, including remote operations support capability.
- ▶ **Streamlined operations and improved collaboration** with new process efficiencies, including Google Apps platform implementation (75% less costs vs. upgrading existing solution). Developed and presented business case outlining ROI from increased cross-functional knowledge sharing and productivity.
- ▶ Trimmed citations-related OPEX 85% per site, boosting parking and violation revenue with platform conversion to Android; implemented application layer, eliminating proprietary hardware with low-cost phones and tablets.

Led Profitable Product Strategy & Rollout

- ▶ **Championed groundbreaking Click and Park reservation transaction capabilities**, adding revenue streams and industry distinction with new Parkmobile JV slated to provide on-demand functionality.
 - Built transaction platform designed to handle inventory and pricing for marketing-driven applications like GAMEDAY, SpotHero, Google Maps, and automaker OEM platforms.
 - Produced 300% ROI on technology investment after forming joint venture.

VP, Strategic Initiatives (2001–2003)

Led Corporate Strategic Planning & Initiatives, Saving Millions With New Operational Efficiencies

Oversight of FP&A, Plus Special Initiatives

Team Direction - Client Reporting Capabilities - Operations Support - Cost Savings - Client Satisfaction

Built and executed cost-saving and efficiency-focused initiatives, with high-profile role in strategic planning and G&A reorganizations, plus financial planning, analysis, and reporting. Improved services and operations improvement projects as requested by CFO and CEO. Cut \$2M+ annually in facilities costs and headcount with centralization and elimination of duplicate work. Increased fiscal planning abilities and transparency by evaluating and implementing financial planning and reporting system.

“I had the pleasure of working with Keith as he was leading business transformation enabled by the cloud. As the executive champion who developed the strategy and built support across a tentative culture, **Keith repeatedly proved to have the right blend of leadership talents** necessary to drive innovative change.” – *Founder, Maven Wave Partners*

Scient, Chicago, IL | 1999–2001

Took central growth and business strategy consulting role in Chicago office for eBusiness consulting company and provider to large corporations, including Cisco, Major League Baseball, and Sephora.

Director, Business Strategy Practice

Maintained Team Momentum & Morale Throughout Growth & Consolidation

Spearheaded e-business vision and growth strategies, serving as leadership team member throughout expansion from startup to 150 team members in Chicago (1,000 nationwide). Built pricing models, evaluated market opportunities, developed financial pro formas, created revenue models, and led rollup acquisition strategies for clients in networking, e-government, and telecom. Coached colleagues in career development, hiring, training, and performance.

Computer Science Corporation (CSC) Consulting, Chicago, IL | 1996–1999

Improved financial analysis capabilities, delivered process improvements, and reduced costs for corporate clients.

Senior Consultant, Financial Management Practice

Managed & Implemented Projects for Financial Services & Manufacturing Clients

Led and participated in process improvements, systems implementations, software development, and G&A cost reductions for logistics, financial services, silicon wafer manufacturing, boat engine manufacturing, and consumer goods clients. Designed Oracle cost management module implementations, installed activity-based costing systems, and developed customer profitability systems.

Additional Experience:

Kraft Foods: Senior Financial Analyst, Financial Systems & Practices, Operations

Managed and delivered BI application, activity-based costing models, labor and expense reporting system for all company plants, and enterprise-level system for consolidating key performance measures.

Arthur Andersen & Company: Senior Financial Analyst, Valuation Services Group

Handled financial analysis and valuation for firms involved in M&A and capital restructuring; built pro formas and identified discounts/premiums for minority or controlling interests, lack of marketability, and other factors.

“Keith is an outstanding executive with a great combination of technical acumen and deep business knowledge. **He is one of the best at understanding business challenges** and developing a strategy that not only aligns with company goals, but enables the organization to evolve with their customers and markets.” – *Head of Sales – North Central Territory, Google*

Technology Capsule

ERP: Oracle eBusiness Suite; Infor Infinium; Epicor | **SaaS:** Google Apps for Work; Salesforce; Concur; Jira

BI: Cognos; Information Builders WebFOCUS | **Tools & Languages:** Java; .Net; Ruby on Rails

Databases: IBM DB2; MS SQL Server | **Platforms & OS:** Windows; IBM i (OS/400); Linux; VMWare

Networking: Cisco; Avaya; Barracuda; SonicWALL

Education & Affiliations

MBA in Finance & Marketing (1994)

Northwestern University – Kellogg School of Management, Evanston, IL

BA in Quantitative Economics (1989)

Stanford University, Palo Alto, CA

Society for Information Management