

## Blake Lasky

Experienced leader with extensive experience in strategy, sales, IT, and business operations, including mergers and acquisitions and client engagement. Implemented innovative operating models for improved outcomes across Europe, Asia, and the Americas. Led transformative initiatives that accelerated organizational growth and motivated teams to achieve peak performance. Championed innovation and diversity, fostering collaboration that enhanced operational efficiency and pioneered first to market products and services. A forward-thinking strategist who aligns tactical plans with overarching objectives, adeptly navigates market shifts for sustainable growth, and consistently delivers value to stakeholders.

## Credentials & Expertise

### Expertise

- ◆ Executive Leadership
- ◆ Operations & Lean Management
- ◆ Financial Modeling
- ◆ Digital & Business Transformations
- ◆ Cost Projections
- ◆ M&A
- ◆ Management Consulting

### Highlights

- ◆ **Wipro Limited**, Practice Leader and Global General Manager
- ◆ **HealthPlan Services**, Senior Vice President Client Engagement
- ◆ **IBM, Client Director**, Sales & Distribution

### Associations & Certifications

- ◆ Advanced Leadership, IBM Executive Program, Boston University
- ◆ Corporate Strategic Planning (IBM Industry Leadership and Strategy), Harvard Business School
- ◆ Executive Leadership Strategy Training, Wipro
- ◆ IBM Client Executive Management Certification, Harvard Business School Executive Education
- ◆ IBM Management Education, The Louis V. Gerstner, Jr. Center for Learning
- ◆ IBM President's Class, Harvard Business School

### Industries

- ◆ Insurance
- ◆ Banking & Financial Services
- ◆ Data Services
- ◆ Technology
- ◆ Manufacturing

### Achievements

- ◆ Partnered with a CMO at a global high-tech manufacturing company to design, implement and operate a new global solution resulting in quality-of-service improvements, 80% faster turn-around times and 60% reduction of cost.
- ◆ Partnered with the CIO and COO at a global executive search company to build an AI-based solution to improve data collection operations, reducing cost by over 40% while improving the end-to-end process, resulting in improved SLAs and higher quality of services.
- ◆ Improved program delivery, simplified partnership model, provided additional opportunities to expand this solution, resulting in an additional multi-hundred-million dollar contract. Additionally, this model was adopted by IBM as the best practice for organizing and managing large complex delivery teams and used as a proof point on all new bids.

### Education

- ◆ **B.S. Neurobiology**, University of California, Berkeley

For over 15 years, BGA has proudly filled the gap that often exists between accounting firms striving to maintain independence and their clients. We understand the compliance requirements and needs of our public and private clients. Our unwavering commitment to excellence has enabled us to assist thousands of domestic and international companies with everything from complex M&A transactions to IPOs and technical accounting for financial reporting.

## Blake Lasky

### Experience



**B.A. Lasky, Inc.** ◆ **Founder / Managing Partner – 2024 to present**

- ◆ Working with Public and Private Equity owned businesses across a range of industries on IT and business transformation, M&A consolidation, and AI strategy.



**Wipro Limited** ◆ **Practice Leader and Global General Manager – 2018 to present**

- ◆ Executive with end-to-end ownership business unit strategy, sales, operations, partnership development with a P&L of \$100MM managing 50+ clients and a global organization of ~3,000 employees.
- ◆ Offer development, strategy planning, service delivery, quality, sales, pricing, contractual negotiation and management, leadership development, HR, organization design, customer engagement, partner ecosystem and industry analyst management.
- ◆ Partnered with the client COO to re-design and lead the transformation of a complex and large business operation for a global financial services company to a new operating structure that improved the quality, cost and efficacy of their processes across all partner solutions.
- ◆ Proactively worked with the business leaders and the Vice Chairman of a global data services company to redesign one of their offerings to create an industry leading solution. Designed, implemented and operated the new solution which generated significant additional financial benefit and brand recognition for the company.
- ◆ Partnered with a CMO at a global high-tech manufacturing company to design, implement and operate a new global solution resulting in quality-of-service improvements, 80% faster turnaround times and 60% reduction of cost.
- ◆ Partnered with the CIO and COO at a global executive search company to build an AI based solution to improve the operations for data collection, reducing cost by over 40% while improving the end-to-end process resulting in improved SLAs and higher quality of services.
- ◆ Collaborated with the CFO and controller at an apparel company to drive transformation of their AP solution using automation. The successful program prompted the client to request, build and manage a solution to help with a business divestiture resulting in work for both the existing customer and established a new accounting system framework and operation for the new company.
- ◆ Key Results: Double-digit revenue growth, >50% margins (highest in the Division), outstanding customer satisfaction with zero client attrition.



**HealthPlan Services** ◆ **Senior Vice President Client Engagement – 2015 to 2018**

- ◆ Executive with P&L responsibility at HealthPlan Services (now WIPRO) to manage and expand the existing client base with a focus on revenue, profit, and client satisfaction in a start-up under the "gazelle company" high-growth operating model.
- ◆ Managed and grew existing partnerships adding incremental services and owning all client relationships, renewals, and issue resolution.
- ◆ Member of the Executive Leadership Team during the sale, transition, and integration into Wipro.

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### Experience



Genpact ◆ Vice President Insurance Industry – 2014 to 2015

- ◆ Executive responsible for establishing and growing strategic relationships with existing and new P&C Insurance clients within the Midwest.
- ◆ Applied consultative selling to expand business in strategic accounts increasing revenues by 15% per annum. Maintained and improved account Net Promoter Scores.



IBM ◆ 1992 to 2014

#### Client Director, Sales & Distribution

- ◆ Designed, led and managed a cross-functional team to improve a complex transformation initiative for a P&C Insurance Leader.
- ◆ Integrated and aligned project plans to ensure the end-to-end oversight of the strategy, program critical path and to ensure that project dependencies and issues were visible and addressed
- ◆ Restructured executive alignment and project cadence to simplify the management structure with a single executive owner in both companies.
- ◆ Integrated SLAs, project financial and developed an ever-changing list of Service Level Objectives (SLOs) to ensure critical, non-contractual measures, were providing headlights into the overall effectiveness of the program.
- ◆ Created a process for continuous improvement and ideation to ensure ideas were heard, vetted and acted upon.
- ◆ Improved program delivery, simplified partnership model, provided additional opportunities to expand this solution resulting in an additional multi-hundred-million-dollar contract. Additionally, this model was adopted by IBM as the best practice for organizing and managing large complex delivery teams and used as a proof point on all new bids.

#### Vice President, Americas Banking Industry

- ◆ Created and delivered IBM's integrated banking industry solutions across North and South American territories, overseeing marketing, business development, P&L, staffing, product & solution development, sales, and service.
- ◆ Integrated IBM's products, services with 3rd party offerings to develop highly innovative industry solutions with YoY growth to a \$4B portfolio.

#### Director, e-Business Innovation Transformation Center, Global Services Australia

- ◆ Led a team from three companies to drive innovation and collaboration to accelerate business and IT transformation at a major Australian bank. Pioneered new approaches to wealth management, online banking, and payments.
- ◆ Catalyzed innovation and transformation as a core competency resulting in the effective implement of change.
- ◆ Developed an idea acceleration model, reducing the time-to-market of new capabilities from 2+ years to <6 mos.
- ◆ Created and delivered a Small Business Banking business plan that reduced operating expenses by 10% while increasing the customer's market share by two points in the first year.

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#### Director, Strategy & Business Development, Global Small Business

- ◆ Leveraged IBM's acquisition of Whistle Communications to build a viable and cost-effective cloud service offering for the small business segment. This model enabled clients to register, provision, and pay for services on-demand freeing small business owners from the complexity and cost of owning, building, and maintaining their IT services.
- ◆ Directed and managed a \$50M investment fund to support integration of strategic partners.

#### Client Executive

- ◆ Lead relationship partner with a strategic banking customer. Drove the relationship to adopt new technologies and assist with the re-engineering of core business processes.
- ◆ Led a project that developed a role-based security management system to facilitate the customers' acquisition strategy. Enhanced the customers' internet presence through an integrated customer service solution and drove a partnership to enhance the web to support a mortgage presence with an on-line application process.
- ◆ Assisted in development of a cash vault management service that the customer sold to other banks.

#### Project Executive/Manager

- ◆ Executive lead in the design and implementation of a retail banking solution spanning 1,200 locations responsible for the design, implementation and operation of the solution. Designed an image and workflow solution of a national lending service center .
- ◆ Served as founding partner in the development of an ecommerce solution for three partner banks.

#### Manager, Consulting & Services

- ◆ Developed a new consulting group and solution marketing collateral. Driver for 400% growth in service performance. Responsible for moving IBM Systems Engineering profession from a free service to a fee service model.

### Contact Us

Blythe Global Advisors, LLC

949-757-4180

Blythe Global Advisors is headquartered in Southern California with a broad geographic reach across the United States via the BlytheTeam®

bga@blytheglobal.com  
www.blytheglobal.com

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