

-The Impact Symposium-

PRIVACY & SECURITY IN THE ERA OF BIG DATA

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RELIANCE SOLUTION SERVICES



TURNAROUND & TRANSFORMATION

BUSINESS PROCESS OUTSOURCING & GLOBAL PROCUREMENT EXECUTIVE

Marie Meliksetian is a senior business executive with extensive experience in turning around and reengineering large global organizations as well as smaller businesses. Her skill set includes strategy development, revenue growth, operations and transitional management, business development, mergers & acquisitions, technology, data analytics and team leadership across multiple industries.

Most recently, as Chief Executive Officer for US Xchanging Services (A DXC Company), Country General Manager and Managing Director for Xchanging, PLC, Marie led a successful strategy to turnaround a BPO financially troubled business, with client dissatisfaction and declining sales, to stability and growth. She developed and executed a strategic plan to grow the client base by 5x in one year.

Previously, Marie spent sixteen years in a variety of senior level global positions at IBM focused on Business Process Outsourcing and Procurement. Some of her management responsibilities include:

- Leading the growth of the Procurement BPO business in Asia Pacific from \$20M to \$190M.
- Designing and coordinating the transformation of Business Process Services into an Asset and technology base business
- Leading multiple strategic transformation initiatives.
- Managing and leading > \$1B Global Sourcing operations in Technology, Telecommunications, Manufacturing, Technical and Business Services delivering >10% in realized savings.



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In the area of M&A, Marie acquired a \$22M Software as a Service (SaaS) technology company, a multi-million dollar Mortgage Lending Company, and led the transition of AT&T's acquisition of IBM's Network Services business.

Marie has served on three Boards at Xchanging PLC, has chaired governance boards across both existing and new clients, and is a board member at two Non-Profit Boards including Advisory to the Board of Girl Scouts of America, CT Chapter.



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