

Edward Russ Meekins
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Synopsis

Successful Management Consulting Executive; Currently President and CEO of Strategy Consulting company; Former Partner with Accenture LLP; National Managing Partner of Government Strategy Practice; History of repeated success in growing practice areas; accomplished IT and program strategist.

Skills and Accomplishments Summary

Created and developed successful Government Strategy Practice from three person group to twenty two strategy professionals; Experienced IT and Program Strategist; Known for High Energy, Leadership, and Innovative Solutions; Recognized Thought Leader; C-Suite Presence; Dynamic Presenter; Highly Skilled Facilitator; History of Success in Leading Strategic Change in Complex, Multi-stakeholder projects; Extensive subject matter knowledge of Local, State and Federal Government programs and policies; Former Legislator and Legislative Leader; B.S. in Economics *With Honors* (1982) University of Oregon; Master in Public Administration, (1984) Harvard University.

The Russ Meekins Group - President and CEO (2003 to Present)

Developed and managed **The Russ Meekins Group** from a single professional to a company of four strategy professionals with unparalleled expertise and experience in cross boundary information sharing - one of the key issues facing public sector CIOs and Agency leaders. Developed propriety framework for assessing and improving success for consulting companies, "**The Elements of Consulting Success**" For two major consulting companies, applied framework to develop strategies to increase sales, lower costs and improve margins for their public sector consulting practices.

Selected Accomplishments

- **US Department of Justice: Law Enforcement Information Sharing Strategy**
Developed Strategy, Concept of Operations, Capability Requirements, high level Technical Architecture and Change Management Program to facilitate cross boundary information sharing of law enforcement and counter terrorism information among over 18,000 local, state and federal law enforcement and intelligence agencies
- **Federal Bureau of Investigation: National Data Exchange System**
Developed Strategy, Concept of Operations, Capability Requirements and Technical Architecture for the FBI's system for sharing criminal history information with all state, local and tribal law enforcement agencies
- **Office of the Director of National Intelligence: Information Sharing Environment**
Developed Strategy, Concept of Operations, Capability Requirements, Strategic Technical Architecture, Fusion Center Framework, and Federated Identity and Privilege Management Authentication Regime for implementing the Congressionally mandated Information Sharing Environment among the intelligence community, state and local government, certain foreign allies and the private sector.
- **Fortune 10 Consulting Firm: Organizational Assessment and Strategic Improvement Plan for State and Local Consulting Practice**
Utilizing proprietary assessment framework, "*Elements of Consulting Success*", conducted Organizational Assessment, and Go Forward Improvement Strategy to increase sales, reduce costs and increase margins for the State and Local Government Practice of this \$100 billion plus consulting firm.
- **Public Sector Consulting Group: Organizational Assessment and Strategic Improvement Plan for Homeland Security Consulting Unit**
Utilizing proprietary assessment framework, "*Elements of Consulting Success*", conducted Organizational Assessment, and Go Forward Improvement Strategy to increase sales, reduce costs and increase margins for the Homeland Security Practice of this 400 person firm specializing in public sector consulting,

- **Massachusetts Health Data Collaborative**

Assisted the Executive Director of the Massachusetts Health Data Collaborative in developing Concept of Operations and IT Strategy for Health Information Exchange among Massachusetts Health Care Organizations

Accenture LLP - National Managing Partner for Strategic Consulting Services for Public Sector (1991 to 2002)

Created and led highly successful Strategic Services Consulting Practice for the Public Sector; identified opportunities at beginning of “Opportunity Life Cycle” and developed Offerings, Thought Leadership and Strategic Frameworks to penetrate these newly opening markets; as first to enter these new markets we were able to “ride the upside swing” of the opportunity life cycle curve allowing rapid expansion of the practice area; sold and managed over \$100 million in engagements in one year; grew practice to ten times original size.

Selected Accomplishments

- **NYC - Mayor's Office of Operations**

Oversaw development of \$40 million project for city-wide eGovernment strategy, including agency-by-agency reviews and recommendations for best-in-class implementation opportunities

- **California Chief Information Officer**

Developed System Development Oversight Methodology and Risk Assessment Tool for quality improvement and prevention of cost overruns on large system implementation projects for all California Agencies This effort won the “Excellence in IT Governance” award from the **National Association of State Chief Information Officers (NASCIO)**.

- **Massachusetts Chief Information Officer, Governor of Wyoming, State Treasurer of Delaware**

Developed eGovernment Strategy and Portal design and architecture for these and other public sector clients Developed national benchmarking effort that assessed all 50 states in regard to the status of their eGovernment efforts and used it to obtain entre to potential clients; developed thought leadership framework for assessing and developing strategy for state eGovernment projects, the “eGovernment Development Continuum”. The Continuum Framework became the standard for developing eGovernment strategies, providing a distinct competitive advantage to our efforts.

- **Massachusetts Comptroller and CIO**

Developed innovative funding approach for state technology projects, the “Massachusetts IT Bond Bill, which aggregated all proposed system development projects into a single bond proposal. This approach was successful in providing needed funding for IT projects, and resulted in significant improvement in prioritization decisions, enhanced strategic alignment of IT projects, improved oversight and quality assurance, increased integration, improved IT capabilities and greater value creation.

- **United Nations Development Program**

Led team of 30 professionals including United Nations Development Program economists, Markle Foundation development experts and Accenture consultants on a year-long effort to create and submit to the G-8 Leaders a new Strategy for leveraging Information and Communication Technology for achieving Sustainable Economic Development for the world's poorest nations.

- **New York State Labor Department Training and Development**

Developed Strategic Plan for improving employment opportunities for welfare recipients

- **New York City Board of Education**

Developed Strategy for innovative funding to develop a public private partnership for improved education delivery through use of technology, working in close association with local educational advocacy groups

- **Massachusetts Corporation for Educational Telecommunications (MCET)**

Organizational Assessment and Strategy for improvement of operations and distance learning activities

- **University of Texas, Business School**
Strategy for transformation
- **Massachusetts Department of Education**
Developed strategic plan for the use of technology for improving education; presented to over 100 education districts

Maximus - Vice President, Management Consulting for State and Local Government (1988 to 1991)

Doubled sales in one year; increased margin dramatically; recorded what was then the largest ever write up in firm's history (\$3.1 Million). During a time of tight state budgets, developed and executed innovative strategies for financing IT and other infrastructure development for local and state governments including: Federal Revenue Maximization, Aggregated Development Bonds, Revenue Optimization, Third Party Financing, Co-development, Partnering, and Outsourcing.

Arthur Young - Director, New England Government Consulting Practice (1986 to 1988)

Directed most successful state and local government practice region for Arthur Young (Ernst & Young)

Alaska Office of Management and Budget – Senior Economic Analyst and Advisor to the Governor (1985)

Researched, analyzed and advised Governor on range of economic development and program and policy issues

Alaska State Legislature – Majority Leader, Chairman of the Finance Committee (1978-1982)

Served in the Alaska State House of Representatives as a top legislative leader; as Finance Chairman had authority over all budgets and all bills dealing with revenue, taxes, finance, and all bills with fiscal impacts; as Majority Leader, led the majority and served as the spokesperson to the press and the public.

Education

Harvard University, Kennedy School of Government, Master in Public Administration (1984)

University of Oregon, B.S. Economics (With Honors) (1982) Majors: Economics, History, Political Science

Other

Massachusetts Institute of Technology

Developed information architecture prototypes for e-commerce and online government applications; Lectured on Web Site Design Principles; and, Developed National Web Site Design Award Program.

Harvard University

Founding Board Member, Strategic Computing in the Public Sector Program.

Member, Wellesley School Committee

Served as a member of the Wellesley School Committee; instrumental in implementing technology for improving education and curriculum improvement efforts.

Presentations

Invited to present to numerous national and international venues, including nationally televised presentation (CSPAN) to the National Governors Association on the strategic use of IT for Virtual Agency Integration and to the International Banking Association on the Dangers of the Digital Divide