

## William R. Fowler

Senior corporate executive whose 30-year career includes a strong background in high tech and finance with public and private enterprise as well as public sector entities. Strong focus on large-scale domestic and international business development and innovation leadership for high growth companies through product & market innovation, business intelligence and business process reengineering. Deep experience in shared services, and re-structuring businesses via internet/new media, software/technology, labor and employee relations and legal/financial strategies.

### CKO/CIO/CFO/GC Leadership • Strategic Partnerships • Knowledge Management

- **Instrumental in building a \$2 billion global business for Cisco Systems:** researched, developed and implemented a series of country and regional level business development initiatives which resulted in extensive, service provider, enterprise, public sector and commercial revenues in the Americas, Asia, LatAm and Europe.
  - Opened up Chinese markets by creating new product OEM & JV manufacturing for in-country sales.
  - Developed public/private partnership model for Mexico leading to 200% increase in sales over two years
  - Rebuilt platform for Brazilian enterprise business after product import challenges, \$0-\$200M two years
  - Created and implemented Cisco 3.0 marketing program for global sales initiatives
- **Co-created knowledge capture function for Cisco client consulting organization, \$400 million sales delta:** developed new tools for capture, tracking and leveraging vertical industry expertise across, financial services, retail, manufacturing, service provider and public sector segments. Developed re-usable information object architecture for rapid deployment of intellectual property related to business process reengineering, business intelligence and customer engagement
- **Led Cisco's three largest global public/private partnership initiatives:** 1) Post hurricane Katrina rebuilding and recovery program for Louisiana and Mississippi; built new business models for public infrastructure, emergency responders and community communications; 2) post earthquake redevelopment and economic recovery for Szechuan province China; opened up commercial market access with senior Chinese officials through joint education and health care projects 3) re-started Cisco's Mexico business with three part manufacturing, economic development and commercial development across Mexico. Structured MOU between Mexican President Calderon and Cisco CEO John Chambers.
- **Led fiscal workout of two SoCal public sector entities:** Initially retained as Interim CFO/CIO and subsequently hired as CFO/General Council; performed comprehensive financial and operations reviews, developed fiscal work out structure, re-aligned operations and functional organizations, navigated approval processes with government agencies, led re-negotiations with employee unions to reduce workforce, restructured benefits and retirement programs, developed multi-entity shared services model and designed and implemented a large scale IT infrastructure. Chair of 100,000-employee insurance/benefit pool.

## Career Summary

### Hardesty, LLC

*Partner, 2012 - Present*

Hardesty, LLC is a national professional services firm that provides on-demand financial management executives to companies ranging from emerging growth to large public entities through a variety of flexible offerings. Our firm provides professional CFOs, treasurers, controllers and other financial management with deep operational management expertise.

### Davis-Fowler LLC

*President, 2011 - 2012*

- Chief Knowledge Officer advisory project for the international retained search firm, **Heidrick & Struggles'** conversion to Salesforce.com productivity application suite for top talent tracking and improved candidate identification to accelerate turn around time for time sensitive c-suite hires.
- Member of Board of Directors for **Schoolwires** a private 15\$ million Software-as-a-Service web hosting and secure social networking provider. Providing sell-side/exit leadership and strategic partnership development. Advising Chairman and CEO on sales force automation and customer intelligence initiatives as well as China expansion.
- Strategic Advisor and member Executive Advisory Board for the **New York Times Cos. Epsilon** division for Cloud based collaborative training and education model. Developed strategic alliance with Cisco and led product integration with Cisco/WebEx platform.

### Cisco Systems Inc.

*Managing Director 1998-2011*

- Director Global Education – Led multiple x-functional teams to development of \$2 billion vertical market including product development, marketing, sales training, channel development, halo customer engagements, market segment thought leadership and global organizational leadership (WEF, UNESCO, OECD, World Bank)
- Executive Director – Led Chairman John Morgridge's and CEO John Chambers' sponsored projects in US Gulf States, China and Mexico due to demonstrated ability to manage new teams in highly complex, high stakes, time bound situations under difficult circumstances.
- Managing Partner - Internet Business Solutions Group – Built practice and provided client engagement services utilizing state of the art ICT to drive business transformation and innovation with some of Cisco's largest customers including Bell Canada, Gale Development; Songdo, Korea, Wal-Mart, Harvard, Stanford, Duke, New York City, Bell South (AT&T), McGraw-Hill, Sprint
  - Built internal knowledge management practice to scale impact of client engagements to drive replicable technology enabled solutions for manufacturing, retail, health care, financial services, public sector and military/defense. Documented accelerated bookings of \$400 million, new revenue of \$700 million
- "When we need someone to get on a plane to go anywhere in the world to meet with anyone in the world to solve a problem we've never encountered before, Bill is the guy we send"

### Consultants to Management

*1991-1998*

- Originally retained as consultant in CFO/CIO positions; accepted permanent positions with two urban school districts in consecutive client engagements following completion of complex fiscal workout plans to avert bankruptcy or insolvency.

- Primarily responsible for returning two school systems to financial stability, reorganizing financial functions, realigning staffing and organization, instituting new financial reporting systems, implementing new IT systems and networks, applying position control and budget management.
- Lead union negotiator on contracts for salary givebacks, benefits reductions and layoffs with major unions. Responsible for all finance, facilities, construction, employee benefits and operations
- Led design, implementation and completion of multi-million dollar telecommunications infrastructure project connecting over 300 sites, over 50,000 users across 10,000 square miles including HR., finance and online purchasing applications development, acquisition and deployment.
- Developed county-wide shared services model to manage integrator and vendor participation for IT Student Information Systems, Title Four services tracking equipment sourcing, internal/external architectures, and remote access while providing for inspection, audit and verification systems to meet State and Federal funding and accountability standards.
- Led Pooled Investment Funds for Benefits, Retirement Programs and Workers Compensation self –insurance funds; Director for Litigation Management and Risk Management and re-insurance Boards representing over 100,000 employees.

#### Additional Career Experience

- **Prudential Securities – Smith Barney:** Registered Representative, Limited Partnership Products Regional Manager, Public Finance/Municipal Bond underwriting, Series 7, 5, expired
  - Developed marketed and sold \$1.2 Billion in Limited Partnership direct investments
  - Originated \$900 million in floating rate municipal securities in one year
- **Radio Shack – Video Concepts** High End Consumer Electronic Retail

#### Education

- University of Arizona / Bachelor of Science
- Western State University College of Law – Juris Doctor
- Stanford University – Digital Vision Fellow

#### Affiliations

- American Bar Association (ABA)
- California Bar Association (CBA)
- Index Design Awards – Jurist
- Foundation Board - University of California Merced