

## Dan Larson | COO & Managing Director, Strategy Execution



**Dan Larson** oversees Silver Tree's Account and Delivery management for all client engagements, working closely with all practice and category leads, putting in place the capabilities needed for excellence in delivery and scalability. In addition, he leads our Governance Practice. Prior to Silver Tree, Dan established CSC's account governance framework and turned around the most challenging accounts. Dan will be responsible for assuring our best practices for Client Engagement and Account management are implemented – every client, every time. We are thrilled to have his level of attention to detail and follow through to lead our operations and governance practice.

Dan is a Results-driven executive, especially adept at transforming businesses and creating value by defining the service model, relationship model, governance model and service solution that most effectively and efficiently supports and aligns with the business drivers and business objectives. During his 30 plus years he has successfully managed major turnaround, change and transformation programs for CSC, EDS and Xerox/Conduent in North America, Europe, Middle East and Asia.

Skills foundational to Dan's global achievements are his ability to: develop and mentor leaders and teams, create and execute a program governance and PMO structure to oversee and guide the change, play the role of lead negotiator on complex agreements and navigate the complex relationships (C-level), program/deal structure and operating models of Fortune 100 companies.

A few examples of his work includes:

- Created and executed an improvement program for all global "troubled" accounts, resulting in a year-over-year operating income (OI) improvement in excess of \$300m.
- Responsible for a 1,000 person and \$200m+/yr. agreement with a major defense contractor. Accomplishments included restructuring the contract resulting in OI improvement of more than \$40m/yr., improvement of operations and service level performance.
- Renewed the relationship and services to a major defense contractor with 1,800 support staff and \$400m+/yr. revenue Developed and executed "IT to Business" alignment programs with all Business Units and the Corporate office to support the renewal effort.
- Reengineered to profitability a Life Insurance Business Process Outsourcing business with 700 employees and annual revenues of \$75m. Developed and implemented a strategy that distributed work across multiple service locations based on complexity of work and skill level required.

Dan has exercised his skills across a variety of industries including telecommunication, manufacturing, consumer products, banking, insurance, aerospace & defense and mining.

Dan has a BS in Computer Science from the University of Oregon and lives in Dallas, Texas with his wife Kathy and their children.