

WHY ENGAGE JACK SHAW AS YOUR SPEAKER?

- **Subject Matter Expertise**
- **Distinguished Credentials**
- **Industry Experience**
- **The Complete Package**

Jack Shaw is the ideal spokesperson for your technology solution whether it's in a high-level executive briefing, in front of thousands at a client conference, or to millions over the Internet via web video. By making Jack part of your marketing strategy, you'll generate more qualified leads, reduce your sales cycle times, increase the productivity of your business development team, and improve your close rate. The result – you'll book more business, faster.

Credibility with Senior Decision Makers

During the past 25 years, Jack has spoken to tens of thousands of business executives in over 20 countries about innovations in business technology. A charismatic and internationally recognized business speaker who has also written three best-selling business books, he has developed a personal presence that commands attention and respect for his expertise and his message.

Jack is uniquely talented at translating business technology into business value propositions. As a futurist, Jack is particularly expert at helping C-level executives and managers recognize, and understand, the strategic implications of emerging technologies for their industry and their areas of responsibility. His C-Level Executive credibility and dynamic delivery accelerate new business through the sales cycle.

Business and Technical Expertise

Jack can discuss business strategy with senior executives as well as talk about advanced technologies with IT experts. He is widely recognized for his expertise in such leading edge business technologies and practices as:

- Cloud Computing and Virtualization
- Mobile Commerce
- Data Analytics
- Infrastructure Modernization
- Intelligent Systems
- Decision Management
- Social Media
- Supply Chain Management

Broad-based Industry Experience

During his decades of experience with business technology, Jack has developed deep expertise in many areas. These include a wide array of industries, business processes, and technologies. He has provided advisory services to leading Technology Solution Providers including IBM, SAP, Oracle, CA Technologies and others.

He has also delivered expert guidance and best practices not only to such Fortune 500 Companies such as General Electric, Coca Cola, and Allstate, but also to numerous small to mid-market businesses, healthcare providers, and public sector organizations. He has saved those businesses and organizations billions of dollars by enabling them to implement more efficient processes and to leverage technologies that position them to compete better in today's market and in the future.

Among the many industries Jack has worked with are:

- Aerospace/Transportation
- Banking, Finance, and Insurance
- Food & Beverage
- Government and Related Agencies
- Health Care & Pharmaceuticals
- Information Technology
- Manufacturing & Distribution
- Petroleum/Energy/Utilities

Distinguished Credentials

- Bachelors degree from Yale in Business Administration
- MBA from Kellogg in Finance and Marketing
- Founder and Editor of *EDI Executive* newsletter and *e-Commerce Buyer's Guide*
- Published author of bestselling books *Surviving the Digital Jungle* and *Doing Business in the Information Age*.

The Complete Package

Jack will work closely with you before, during, and after your events to ensure that they meet your specific marketing objectives. Not only will Jack deliver a terrific, highly customized presentation, he also can create an eBook around the content of that presentation to reinforce your message. He will work with you to promote your events through web video, his blog, and social media. And he will be onsite throughout your events to interact with your clients and prospects.