

## **ROBERT H. RECK**

Dr. Reck is a general management consultant and educator. His consulting work focuses on assisting client teams to achieve growth, change, and high performance. His practice includes business, technology and marketing strategy formulation, strategic planning, partnerships, and management and business process redesign and reengineering. He is also an expert in strategic information systems, change management, electronic commerce and transportation systems. He worked with several other international consultancies and opened and directed one firm's European Office as well as founded his own firm. He is a visiting professor at Babson College and has also taught at Harvard University and Boston University.

### **Some Recent Experience**

Dr. Reck has led and participated in many consulting projects for U.S. and European clients for most of his career. These projects include:

- Identification and implementation of competitive advantage and business process reengineering opportunities, particularly using information technology in a variety of business settings. His work in these areas has focused on R&D/product development, marketing/sales, order processing, customer service, and administrative functions for a variety of industries. Results have included both management process and operational process work redesign, and subsequent change management and implementation activities.
- Business strategy and planning studies with senior managers of publishing, automotive, computer, insurance, petrochemical, retail, and leisure/entertainment businesses, as well as government organizations. This work helped to focus attention on improving the business planning and management processes, identifying marketing opportunities, and identifying and implementing information systems support opportunities. Strategic information systems plans including management team vision, mission, objectives and critical success factor determination were elements of these projects.
- Created a concept study for an advanced air traffic control system for the United States government. This study led to an extensive multi-billion dollar rebuilding of the entire air transportation infrastructure. It addressed many facets of the transportation system and its users. Based on that work, applied parts of the study methodology to rail freight and U.S. Coast Guard missions. This work was done while working for the U.S. Department of Transportation's Research, Analysis and Special Programs Administration.

Dr. Reck has worked with clients around the world in many industries, including forest products, high technology, pharmaceuticals, health care, telecommunications, steel, publishing, broadcasting, photographic supplies, building products, public utilities, financial services and government. Some of his work has included helping companies create and develop internal consulting groups.

Previously, he worked for CSC Index and the U.S. Department of Transportation. At the latter, he conducted extensive research studies on advanced transportation systems, and directed corporate and technology planning for a large development center. He was honored for starting a successful internal strategic and business planning consultancy that serviced the entire Department. Dr. Reck has also worked with the Mitre Corporation, the Denver Research Institute, and the Universities of Denver and New Hampshire, Harvard University, Babson College and Boston University.

### **Education**

Dr. Reck holds doctorate, masters, and bachelors degrees in electrical engineering and a liberal arts degree from the Universities of Denver, New Hampshire, and Delaware. He is a member of Eta Kappa Nu and Sigma Xi honorary fraternities. He is also a Fellow in the British Institute of Management.