

Franco Gonsalves

Senior Advisor

Franco Gonsalves is a Senior Advisor at NorthPoint. Franco has 30 years experience in line management, consulting services and outsourcing. His experience spans consumer products, aerospace and automotive, petroleum and chemicals, health sciences and telecommunications. He has consulted with over 30 Fortune 500 companies and has served as an advisor to Governments in the United States, India, Venezuela and Saudi Arabia. He has extensive experience in North America, Western Europe and South America. In addition he was located in Asia Pacific for two years.

Franco has served as a Trusted Advisor to the CEO's, COO's, CIO's and Government Officials at over 50 organizations. He was recently the Business Unit Head and Chief Executive of a global line of business at a multi-billion dollar information services company, overseeing over 1,000 people. He grew the business substantially, improved profitability, and won numerous awards.

Franco's global unit's revenues derived from the Americas, from Europe and from Asia Pacific and he served clients around the world, consummating deals and ensuring high customer satisfaction.

Prior to his six year management stint in Information Technology services, Franco was a senior executive and partner in the erstwhile Ernst and Young Consulting and Price Waterhouse consulting services organizations. During his seventeen year consulting career, Franco's experience spanned Financial and Cost Management, Supply Chain Management, ERP (SAP, Oracle, BaaN) Implementation, Mergers and Acquisitions, Change Management, Strategic Sourcing, and eventually professional line management.

Franco has a Masters in Commerce, specializing in International Economics and Cost Management, and an MBA specializing in Corporate Finance and Management Information Systems. He has also completed executive education at the Harvard Business School and at Duke University.

Significant Achievements

- As a Line Global Business Unit Head, Increased revenue by 400% in five years to \$250 million
- Improved net operating margin by 40% to 26% of revenues
- Multiple Client Awards
- Led several transformational change initiatives
- Completed multiple outsourcing and offshoring initiatives in IT, BPO and Engineering
- Price Waterhouse Chairman's award nominee for outstanding performance

Expertise

- Trusted Advisor and CXO in residence
- Venture Capital and Mergers and Acquisitions
- Financial and Cost Management
- Manufacturing and Supply Chain Management
- Large Complex ERP Implementations
- Complex Deal management
- Strategic Sourcing and Offshoring