# Sanjay Lall

## Operating Partner - Technology Strategy Services

## CONTACT **DETAILS**

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## RELEVANT **EXPERIENCE**

Sanjay Lall is a global interim and direct **CIO, CTO**, and **M&A executive**. He successfully leads, aligns, integrates, and secures companies through growth cycles, value-chain disruptions, digital transformations, due diligence, and acquisitions. During his distinguished career, Sanjay has served as:

**Executive Vice President & Global Chief Information Officer**, **Americold, Inc.** - Americold is a ~$3B, 17,000-employee publicly-traded provider of temperature-controlled warehouse, distribution and logistics systems. As CIO, Sanjay reported to the CEO and provided expertise to enterprise executives in design and implementation of common and core business processes and systems for supply chain, data analytics, infrastructure, security, Sarbanes–Oxley, architecture, and applications. He also conducted 18 successful M&A transactions.

**Vice President & Chief Information Officer, Interface, Inc.** - Interface is the world's largest designer and manufacturer of modular flooring. Sanjay's key accomplishments included:

- Spearheaded a multiyear IT Strategy investment roadmap that improved customer experience, supply chain, digital workplace, analytics, network, infrastructure, and security.
- Deployed mission-critical e-commerce, digital, BIM, content management, CRM, ERP, Customer Portal, Business Intelligence, Manufacturing, and Distribution systems (including IOT).
- Led IT as a key enabler to drive $50M in productivity in the Global Supply Chain.
- Drove consolidation, virtualization, and standardization across the multiple Data Centers and core Infrastructure, delivering measurable reduction (15%-20%) overrun rate in costs and complexity.

**Vice President & Chief Information Officer, Tyco, SimplexGrinnel** - Tyco is the commercial market leader of fire safety and monitoring systems. Sanjay oversaw enterprise-wide activities, including infrastructure, security, compliance architecture, and applications. He also held P&L responsibility for call center activities.

He also held senior IS and IT executive positions with **Steris**, **Suntory**, **The Coca-Cola Company**, **GTE/Contel**, **General Electric**, and **General Motors/EDS**. Sanjay has also helped establish a technology-focused startup and participated in multiple rounds of investor funding.

## PERSONAL **STATEMENT**

My charge is to lead transformational change and modernize IT platforms, business systems, and processes that are critical to building corporate value, improving customer service, strengthening operations, and accelerating revenues and earnings.

I believe my clients view me as a leader with the ability to establish consensus between diverse groups and across all functions, cultures, and levels.

## PRACTICE **FOCUS**

The Chief Information Officer lives at the intersection of operations, technology, strategy, innovation, and business transformation to define roadmaps for and support revenue and market share growth. Among our key services and solutions are:

**Technology Adoption & Organizational Transformation**: We align, structure and efficiently operationalize all facets of IT within many different industry verticals, including Financial Services, Fintech, Healthcare, Energy and more.

**Investment Management & Business Improvements**: We drive operating efficiency and customer satisfaction improvements by introducing architectural solutions and automation to enhance engagement with internal and online customers. These strategies include data asset management/utilization, vendor assessments and replacing/enhancing proprietary legacy systems, infrastructures, and processes.

**Cybersecurity & Risk Management**: We direct the cybersecurity function within the organization through stepped maturity roadmaps, advancing the organization's security profile and maturity level. We install programs to continually monitor risks and identify new threat actors maintaining a highly effective security posture, resulting in limiting significant breaches.

**Change Management & Optimization**: We spearhead the creation of identifying opportunities for automation and efficiency resulting in roadmaps and strategies in all aspects of IT and Operations that lead to surpassing business goals, investor and shareholder expectations, and market and regulatory demands. We also introduce industry best practices and KPIs for project and portfolio management, including the launch of new Enterprise PMOs.

**Change Leadership & High-Performing Teams**: We identify shared needs throughout the organization and execute solutions that resonate with stakeholders for bottom-line results. We can lead human capital management, targeted hiring, cultural shift, and communication practices that build high-performing teams with lower attrition and improved employee engagement scores and champion D&I initiatives.

## EDUCATION

Master of Science, Computer Science, **University of Miami**
Bachelor of Commerce (Honors), Accounting and Finance, University of Delhi, India

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OPERATING EXECUTIVES