



Eugene M. Kublanov

CEO

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Eugene Kublanov's 15 year consulting career as a senior advisor to Fortune 500 enterprises in the US, Asia and Europe has spanned a broad range of engagements in the field of services globalization. His client work has included global portfolio strategy, operating model evaluation and implementation, M&A strategy and global risk assessment and management. Eugene's clients include leading organizations in the technology, telecom, banking, finance, insurance and professional services industries such as ChevronTexaco, Prudential, plc, Citigroup, FTVentures, Wells Fargo, Highbridge Capital, Siemens, Hartford Life, Nomura, and Gateway.

Eugene started his career at URMG where he was responsible for the design and implementation of market entry strategies for US industrial and high tech companies. As a Vice President at URMG he led the company's business development efforts in the US and managed the firm's Russian operations. Eugene joined neoIT in 2000 where he has been instrumental in developing the company's services globalization research and advisory practice. As part of his work in research and advisory, Eugene has led the company's operational expansion in India as well as other key offshore destinations such as The Philippines, China, Mexico and Eastern Europe.

Engagement Highlights:

- Global market portfolio assessment for offshore outsourcing
- Development of decision criteria for country and service provider evaluations
- Market segment due diligence
- Supplier financial and operational analysis
- Decision support for private equity transactions in the BPO space

Eugene is well known as a thought-leader in the industry and has been a regular speaker on the subject of services globalization at conferences in the US, Canada, India, The Philippines, Russia, Brazil and Mexico. He has been quoted in leading media publications such as CNET, Computerworld, India Times, Economic Times, CIO Magazine and The Wall Street Journal.

Eugene graduated with honors in English from Union College and attended Thunderbird, The Garvin School of International Management. Eugene currently leads neoIT's Knowledge & Research practice and serves on neoIT's Global Management Committee.



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