**Cheryl A. Graber**

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◆ cgraber@radyous.com ◆ +1-310-869-2222 (mobile)

* Business owner and consulting partner with extensive experience in telecommunications, IT infrastructure and program management with an exceptional reputation for providing strategy and leading cross-functional global teams through complex engagements. A high-energy, expert at developing and executing objectives, policies, programs, risks and controls in support of all aspects of the business.

**knowledge and skills summary**

* Recognized business leader responsible for building 3 successful consulting practices from the “ground-up.”
* Excellent track record integrating infrastructure, systems and apps for several enterprise M&A deals in excess of $25B.
* Extensive experience creating, building and directing global teams to deliver business objectives.
* Exceptional business acumen and experience wearing multiple “hats” in strategy, business development, consulting, service delivery, client satisfaction, revenue growth, sales and marketing and P&L.
* Incomparable reputation in telecommunications, infrastructure and data center consulting.
* Unique experience as a business and IT lead for large scale design/build, construction and TI projects. Data Center Design/Build

***Professional Experience***

**RADYOUS CONSULTING, INC. – Los Angeles, CA April 2009 - Present**

***President and Founder – Principal Consultant***

**Skype/Microsoft**

* + - * Directed and managed a multi-year program with upwards of 50 global project management and engineering team members to integrate Skype’s production, development and QA infrastructure into Microsoft’s footprint.
			* Consolidated Skype Data Centers and services to achieve $20M COGS reduction program.
			* Managed Skype production readiness capacity adds for Windows 8 launch, worldwide.

**Mentor Worldwide/Johnson & Johnson**

* Project managed a global virtual team of 30+ for IT integration activities for $2B Johnson & Johnson acquisition of Mentor Worldwide including IT infrastructure, LAN/WAN, applications, desktop migration, communications and training. Re-engaged by J&J to project manage Phase II migration of applications and server consolidation and BI analytics development project.

**IRIS International Danaher**

* Developed IT Roadmap and Business Analytics Strategy to increase sales and operating efficiencies.
* Procured and implemented a new VoIP system, Contact Center and UM for IRIS International Danaher
* Designed and implemented a new Data Center, cabling and infrastructure systems for a new Science center.

**Sephora USA**

* Completed several IT initiatives including a new MPLS network with back up for 350+ retail stores in the US and Canada, IT infrastructure for a new Toronto Regional office and Data Warehouse expansion projects.

**Sigue Corporation**

* Updated the Business Continuity Plan (BCP) and Disaster Recovery Plan (DRP) for this money transfer company focused on servicing Mexico and Latin American clients.

**S.CALATE TECHNOLOGY, INC. – Los Angeles, CA March 2001 – March 2009**

***President and Founder – Principal Consultant***

Consultant/Project Manager for several global initiatives with budget responsibility in excess of $25M.

**Electronic Arts (EA)**

* Lead global project team in MPLS network conversion including contract negotiations ($4M annual commit, 27 Gig bandwidth total in 65 countries).
* Project managed global “Online” gaming VPN upgrade across 10 Data Center sites without impact to orders-to-cash.
* Replaced core network switches and routers supporting 250 mission critical servers at corporate headquarters with no business impact.

**Amgen**

* Managed a portfolio of 20+complex IT/Telecom projects over the course of 4 years.
* $2.5M new VoIP PBX implementation with 2500+ nodes at new Seattle Campus.
* Directed team of 30 for deployment of networked voicemail and dial plan for 18 sites in EMEA.
* Managed all telecommunications and WAN integration activities for $16B Immunex acquisition.
* Managed carrier migration (RFP, contract negotiations & implementation) realizing $1.8M savings.

**Intuit**

* Conducted IT infrastructure assessment of 5 campuses to determine suitability to relocate corporate headquarters.
* Performed IT Infrastructure analysis of Contact Center (2500+ agents) and Data Center strategies to reduce footprint, generate cost reductions and create quality improvements.

***Early Career***

**RADIX One**

***Vice President, Application Support January 2000-March 2001***

Responsible for creating and managing e-commerce relationships. Collaborated with large co-location companies to create marketing programs. Responsible for marketing and closing $1.9M in consulting services.

**Inteliant**

***Managing Partner January 1998- January 2000***

Responsible for business development, marketing and developing new practice strategies for this $200M, publically traded IT consulting firm. Managed several large-scale telecommunications infrastructure and strategy engagements. Responsible for regional office with 10 consultants and support staff.

# Hutton, graber & associates

***Founding Partner-Owner December 1992- January 1998***

Built company from the ground up, acquiring an impressive list of clients such as: Amgen, First American Financial, Paramount Pictures, Warner Bros., EarthLink, Writers Guild of America, Herbalife, and Nissan Motor Corporation. Company exceeded annual revenues of $1.3M before being acquired by SOS Staffing in late 1997.

***Consultant/Analyst*** ***April 1984- December 1992***

**ROBIN & DACKERMAN, INC.** – Sr. Consultant

**CREDIT SUISSE FIRST BOSTON** – Sr. Analyst, Telecommunications and Market Data

**GUARDIAN LIFE INSURANCE COMPANY**– Sr. Analyst, Telecommunications

**M&SD (an EDS Company)** – Analyst, Telecommunications

***Education/Boards/Affiliations***

**BBA**, Marketing, Pace University, New York

Project Management Professional (**PMP**) Certification

Certified Scrum Master (**CSM**) Certification

Society of Communications Technology Consultants (SCTC) - Membership Committee (2009- Present)

AT&T Consultant Council- 13 years

Nine Sigma- Telecommunications Subject Matter Expert (SME)