

# Jack Shaw – Business Technology Executive and Author

## Jack Shaw is:

- VP, Product Management, for Selectica, provider of the leading Objective Driven e-Commerce Platform. He is responsible for the strategic direction of Selectica's products.
- An authority on using technology to enable winning business strategies.
- Internationally recognized business speaker who has addressed thousands in over 20 countries.
- An expert with 25+ years' experience in the design and implementation of advanced business management systems.
- Acclaimed for his thought provoking and informative presentations.
- A graduate of Yale with an MBA from Kellogg.
- An author whose books include *Surviving the Digital Jungle*, and *Doing Business in the Information Age*.

Whether it's speaking at an IT users group conference or marketing event, keynoting an association's annual conference, or facilitating a management retreat, Jack Shaw imparts his unique perspective on the blending of business and information technology. Among his many dynamic, entertaining presentations, the most popular include:

## The Autonomic Enterprise™

Most organizations waste time and resources handling details that could be delegated—to autonomic business processes. Learn what autonomic processes are and how innovative companies are using them to improve service, reduce costs, and increase market share and profits. Jack shows you how your organization can gain competitive advantage as an Autonomic Enterprise™.

## Forging a Stronger Supply Chain

Market leaders join their suppliers, distributors and customers in a transparent web of information. Together, these supply chain partners work to get the right products to the right place at the right time for the lowest cost.

But, without the right tools, companies waste time and add cost to their supply chains. Jack explains how to be part of a winning supply chain.



## The Fifth Wave – Cognitive Systems

We've had four waves of Information Technology to date – Mainframe Computing, Personal Computing, Client-Server Computing, and the Internet. Each changed our world more than the ones before. We are now at the start of the Fifth Wave – Cognitive Systems. Like each of its predecessors, it will change the world even more profoundly than those that came before.

Cognitive systems can reason about information in the same ways that human experts do. But cognitive systems never forget anything, work 24 X 7, and can think thousands of times faster than people. Cognitive systems aren't designed to replace people; they are designed to empower them. Putting these tools in the hands of people will multiply their effectiveness to previously unimaginable levels. Learn how cognitive systems will change your industry, your organization, and your job.

## Dynamic Business Process Management™

Traditional approaches to Business Process Management work fine for static business processes in staid, stolid industries. But in the 21<sup>st</sup> Century, most businesses' environments change far too rapidly for this to work. With Dynamic Business Process Management your organizations intelligently reconfigure themselves to meet both your goals and the rapidly changing challenges facing your business.

Jack has spent his career developing and applying the concepts of Dynamic Business Process Management. He will show how your organization can gain its strategic benefits.

# Jack Shaw's Clients Include...

Jack has been asked to advise executives, for such leading corporations as:

- Allied-Signal
- Coca-Cola
- General Electric
- IBM
- Oracle
- SAP
- TELUS
- Xerox

Other noteworthy clients include:

- Abbott Labs
- AFLAC
- Airbus
- Allstate
- Astra-Zeneca Pharmaceuticals
- Fujitsu
- General Mills
- Howard Hughes Medical Institute
- Northern Trust
- Pacific Bell
- Pennsylvania Power & Light
- Pennzoil
- PriceWaterhouseCoopers
- Quaker Oats
- Wachovia Bank

## Great job...

"Thank you for the great job! I was especially impressed by the effort you put in to tailor the presentation to our messages."  
— IBM®

## Best speaker...

"This was the best hour of education I've ever had. This presentation alone was worth the cost of the conference. I'd like to thank Progress for bringing in Jack Shaw."  
— Progress Software

## Great Keynote Speaker...

"Jack Shaw is a great keynote speaker. He did a very engaging presentation punctuated with facts and examples filled with daring concepts to provoke, inspire and mobilize the audience."  
— SAP (Sao Paulo)

## Brazil

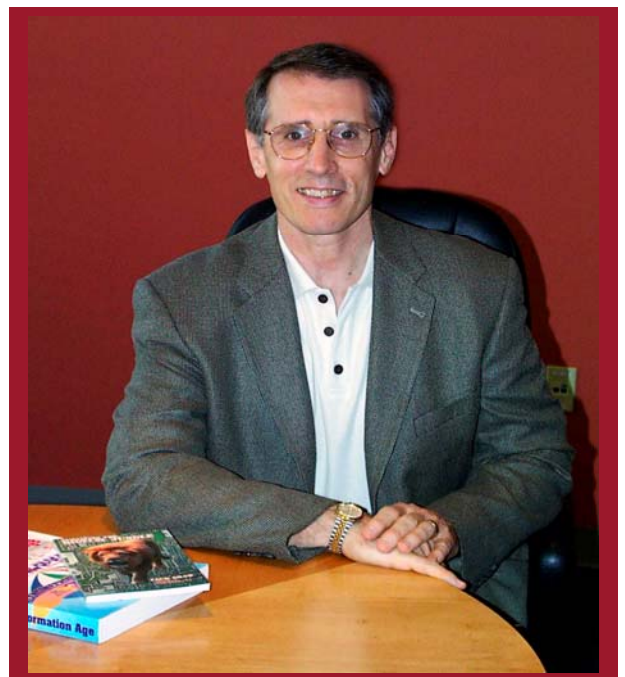
## Kept the audience spellbound...

"Your program kept the audience spellbound for an hour and thirty minutes."

- National Juice Products Association

Jack has also been engaged by such top government and trade associations as:

- Air Transport Association
- American Bankers Association
- American Petroleum Institute
- American Trucking Association
- Health Industry Distributors Association
- Nat'l. Assn. of Purchasing Management
- U.S. Department of Defense
- Associated Equipment Distributors
- Barcelona Chamber of Commerce
- Connecticut Bankers Assn.
- Credit Union Executives Society
- European Fed. of Corrugated Board Mfrs.
- Farm Equipment Manufacturers Assn.
- Florida Bankers Assn.
- Food Distributors Intl.
- Gas & Welding Distributors Assn.
- Industrial Safety Equipment Assn.
- LOMA
- National Beer Wholesalers Assn.
- National Juice Products Association
- Securities Industry Association



For more information about Jack Shaw, please contact the Speakers Bureau that sent you this One Sheet or Jack Shaw at 770-856-6006.