



Dave Hartman, Executive IT Advisor and President, Hartman Business Technology

Dave Hartman is President and Founder of Hartman Business Technology, Inc., an independent business technology consultancy, focused on bringing the perspective of experienced Chief Information Officers (CIO's) to growing and mid-market organizations. Many business executives have looked to Hartman to make better decisions in the areas of process efficiency, risk management and business growth opportunities. Hartman assesses current state vs. desired future state and guides CEOs in making strategic technology decisions that maximize the business value of their IT investments.

In his role as a strategic advisor, Dave has helped companies significantly increase revenue and operational efficiency, as well as minimize corporate expense. Examples include leading one service management company in selecting a business management software solution that has resulted in a 78% increase in gross service revenue over the past two years. The company has since hired seven new billable service employees, while adding only one administrative position. Additionally, Dave has led countless IT Value Assessments, helping CEO's and business leaders get a better handle on their technology options. One New York based Audio-Visual Design company saved over \$200,000 as a result of our assessment, by identifying cost-savings options in the areas of business management software and network architecture.

Dave brings over 20 years of leadership and management experience, including 15 years within the Information Technology sector, supporting healthcare, commercial, retail, manufacturing, services, government and non-profit industries. In addition, Dave brings "Big-Six" Consulting experience from his years as an IT Management Consultant with Andersen Consulting (now Accenture). Dave is a former Naval Flight Officer for the US Navy. He received his MBA from Embry Riddle University and an undergraduate degree from the College of the Holy Cross. Dave's articles and features have recently appeared in both the Baltimore Business Journal and the Business Monthly. Dave founded the Maryland CIO Roundtable and also speaks regularly on the topic of IT Business Value to business and leadership groups including Vistage, The Alternative Board (TAB), Maryland Association of CPAs (MACPA), and Project Management Institute (PMI).