



Rohit Balasubramanian (Moderator) Rohit is Deloitte's IM Big Data Eminence lead with 16+ years of experience in leading, designing and implementing Enterprise Data Management and Business Intelligence solutions for Fortune 500 clients across the Americas, Europe and Asia-Pac.

Rohit's key areas of expertise include CXO Advisory Services, Business Intelligence & Analytics, Technology Roadmap Development, and Enterprise Information Management and Delivery. He has successfully delivered multiple enterprise information management strategy and full life-cycle implementations across the Financial Services (Banking and Insurance), Telecommunication & Media and Consumer Business industries



George Davis is Director of Data Science at Knewton, a digital education startup focused on bringing personalized education to the world through their adaptive learning platform. His team models student learning patterns to generate recommendations and analytics that drive students towards engaging, relevant content. Prior to joining Knewton, George developed scientific computing systems for the biotech, security, and financial industries, most recently as founding partner of quantitative trading firm Hg Analytics. George received his PhD at Carnegie Mellon University, where his research focused on machine learning methods identifying dynamics of logistical and financial networks.



Scott M. Estill is a Partner in Heidrick & Struggles' New York office and is a member of the Global Financial Services Practice. He is also co-leader of the Real Estate Practice for the Americas.

With nearly 20 years of M&A, financial services and real estate experience, Scott serves C-suite and board level multinational clients within the private equity, banking, real estate and investment management sectors. In addition, he provides proprietary introductions of select executives to both private equity firms, family offices and investment banks.

Prior to joining Heidrick & Struggles, Scott was a co-founder and director of Coady Diemar Partners, a boutique investment bank focused on M&A, real estate and capital raising. Based on his success at Coady Diemar, he was honored as one of M&A Advisor's 2011 40 under 40 M&A professionals in North

America. Previously, he worked at Credit Suisse, Donaldson Lufkin & Jenrette and Hambrecht & Quist as an M&A banker and worked with endowments, pension funds and family offices at TAG Associates, a hedge fund of funds.

Scott received an MBA from both London Business School and Columbia Business School and a bachelor's degree in both economics and finance and business management from Gettysburg College. He also graduated from the INSTEP economics program at Cambridge University.



Josh Mait is Chief Marketing Officer at Relationship Science (RelSci).

Prior to RelSci, Josh was Head of Marketing at Gerson Lehrman Group (GLG) where he was responsible for organizational brand strategy, sales enablement, visual and verbal identify and online and offline campaigns and communications. He led the \$250 million dollar technology company through the successful rollout of a new brand strategy and architecture to over 750 employees, launched three brands and was a critical contributor to the product design and brand development of GLG's new online platform.

Previously Josh held the position of Chief Strategy Officer at Tattoo Brand Strategy. At Tattoo, Josh ran new business efforts and strategy development for all

client relationships for brands like Cadbury, Starbucks, CNN and Chanel. Before joining Tattoo, Josh was Director of Marketing at Sullivan in New York. His responsibilities included managing client relationships and developing marketing and sales strategies for Fortune 1000 clients. Josh is a graduate of Washington University in St. Louis.



Deepak Konale specializes in Business Analytics and Information management especially in the financial services and wealth management sector. Deepak combines deep technology architecture skills with strategic consulting to provide superior business value to clients in analytics and business intelligence implementations. Deepak has driven multiple successful implementations of enterprise data warehouse and analytics including a \$3M implementation of customer segmentation and analytics warehouse at a major global wealth management firm. Deepak has been engaged in performing market analysis and developing a product for money manager and financial advisors for portfolio analytics. Deepak is a PMP certified project manager and has an MBA from NYU Stern in finance and strategy.



Sastry Durvasula is Vice President and Global Technology Head of Information Management and Digital Capabilities at American Express. In this role, Sastry is responsible for leading the IT strategy and transformational development to power the company's data-driven capabilities and digital products globally. His organization is also responsible for delivering enterprise-wide analytics and business intelligence platforms, and supporting critical risk, fraud and regulatory demands.

Sastry has held numerous IT executive positions at American Express with a successful track record in driving innovation, leading large-scale transformation programs and managing global technology investment roadmaps, while building high-performing organizations and fostering an agile culture.

Most recently, Sastry led the launch of American Express' Big Data platform and the transformation of its enterprise data warehouse, which are powering the next generation of information, analytics and digital capabilities. These include My Offers, a personalized and location-based digital offer ecosystem connecting buyers and sellers; an innovative partnership with Trip Advisor in which Card Members unlock exclusive benefits; and B2B and B2C digital strategy and the Sync platform, unleashing the power of American Express' closed-loop network data to deliver innovative products, drive social commerce and launch external partnerships. These have included ground-breaking digital platforms such as Tweet to Buy; Link, Like, Love on Facebook; special offers on foursquare; Xbox in-game experiences; and the Ride-with-Points partnership with VeriFone. His team also launched AmEx Pass for Apple Passbook and Ticket for Samsung Wallet to deliver real-time mobile experiences for Card Members.

Prior to American Express, Sastry worked as an IT consultant for leading businesses across the U.S., Europe and Asia. He is credited with several patents in the information management, payments, mobile and digital commerce technology space. He holds master's and bachelor's degrees in engineering, as well as various professional certifications. Sastry plays an active role in leading industry forums and technology executive networks, including the Evanta CDO and HMG CIO Summits.



Michelle Sarlo Dauwalter is Head of Total Revenue Management Consulting at Google. Michelle's team works closely with top-tier digital publishers to identify new monetization opportunities across their web and mobile properties. Her team of consulting specialists sits within Large Partner Sales and empowers both the sales team and their clients to increase direct & programmatic yield through innovative, data-driven, and strategic insights.

Michelle joined Google with over a decade of client service, business strategy and execution experience in the digital media space. Prior to Google, Michelle built out NBC Universal's Yield Management team and created a sizable secondary sales channel for the company's digital inventory. She has also worked in media planning at OgilvyOne, account management at iVillage, and business development at Yahoo. Michelle brings expertise in ad sales, yield management, and the display ecosystem as well as an intimate knowledge of Google's publisher ad products to her internal projects and client engagements. She has a BA in Psychology from Cornell University and an Executive MBA from New York University's Leonard N. Stern School of Business.