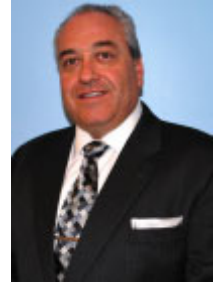


Biography

Phil Ventresca, M.B.A. Principal Founder/CEO



- **Pre AMS:** Sainsbury, Market Dynamics, Technomics (Arthur Anderson)
- **Present:** Principal Founder/CEO of AMS, 20 Years, Global Clients, PM, BA, BD, PD
- **Founder:** PTV Equity, AMS Aviation, WIT Group
- **Oversight of AMS Representatives in:** Italy (Turin), Canada (Toronto), Brazil (Rio De Janeiro), UK, Switzerland (Geneva), Japan (Tokyo), China (Shanghai), India (New Delhi), Singapore, Hong Kong, USA (MA, NH, NC, FL, TX, MO, CA, IL, CT, NY, NJ)
- International Speaker, Author, Consultant, Trainer, and Executive Coach: Suffolk University, Knowledge Globalization, PMI, IIBA, McGraw-Hill Source book
- **University Affiliation:** Guest Lecturer, Suffolk University. **Past Adjunct Faculty:** BU, Cal State University
- **Disciplines:** Professional/Business Development, Leadership and Globalization
- **Partial Client List:** The Hartford, Genzyme, Munters, ADP, Bank of Montreal, World Bank, Fidelity, John Hancock, Merck, United Nations, Bank of America
- **Management of Global Teams:** UAE, EU, Japan, China, Brazil, Canada, Bangladesh, India
- AMS Reengineering/Globalization
- **Personal:** Commercial Pilot, Yachtsman, Motorcyclist, Guitarist, Golfer, and Registered for Space Flight with Virgin Galactic 2016

Phil has personally overseen and collaborated with his team on many of the firm's global initiatives such as:

- Globalization training for 3000 Wal-Mart Global Technology associates executing acquisition projects in China and Germany.
- Off-shore teaming intervention for Staples in India.
- Team development for State Street Bank and ARCO in London and Saudi Arabia.
- Development and delivery of an enterprise level Global Leader Program delivered in Australia, Singapore, Hong Kong, Malaysia, Vietnam, Dublin, London, India, and various locations in the U.S.
- Capability and Maturity Modeling for IT systems at the World Bank in Bosnia.
- Leadership curriculum development and delivery for Munters in Sweden, China and London.
- Phil is currently leading an internal AMS team to further expand their global reach via strategic partnerships as well as deploying more global resources to service the firms expanding client base with resources in Vietnam, Malaysia, Singapore and Hong Kong.
- Executive coaching to expand the competency base of band 2 leaders for the UK BAML network in the area of globalization.
- Design and delivery of keynote presentation for the knowledge globalization conference in the U.S. and Bangladesh, sponsored by Suffolk University, Sawyer School of Business.

As a spirited entrepreneur and thought leader, Phil has leveraged his background in management, operations, executive coaching and strategic consulting to build AMS into a premier service provider. Phil has led the organization to recognize both strategic breakthroughs and successes for clients in a cross section of industry verticals, including, Aerospace, Insurance, Financial Services, Manufacturing, Engineering, Technology and more. He has also founded, PTV Equity Management, WIT Group and AMS Aviation, all of which remain under his direction.

As a contribution to his firm's success, Phil has personally consulted to clients such as Boston Edison (NSTAR), ADP, State Street Bank, Cabot Corporation, Merisel, Data General, Simplex, AT&T, BIC, Bank of Montreal, Kronos, Copyright Clearance Center, The Hartford, Bank of America/Merrill Lynch and others. He has facilitated strategic, operational and tactical level business development activities with clients that led to significant organizational breakthroughs ranging from new business unit development, strategic planning, human resource performance improvement initiatives, succession planning, talent management plans, globalization initiatives, business development planning and integrated process, and business systems design.

He has also provided individual coaching to mid and upper level managers/executives around the topics of professional development and performance enhancement. Phil has developed and implemented several models for organizational effectiveness and needs assessment while managing intervention projects for organizations that were dealing with radical change. He designed breakthrough organizational methodologies such as Total Project Management (TPM)TM, an enterprise-wide system for synergizing people, process and technology in a project based organizational structure, as well as a model to blend the Business Analysis and Project Manager role in resource limited environments.

In collaboration with National Technical University, he designed and developed an internationally broadcast distance learning program as well as facilitating hundreds of open enrollment and on-site programs on the topics of project management, professional development and continuous improvement for the Boston University Corporate Education Center. In conjunction with his team, Phil developed and delivered a unique curriculum answering to the learning needs of international executives via the development of a proprietary leadership model. Phil is a past adjunct faculty member at Boston University's Corporate Education Center and Division of Extended Education as well as the California State University (Hayward). He is a current contributor to both undergraduate and graduate programs at the Suffolk University Sawyer School of Business, focusing on business ethics. Phil is a contributor to several Suffolk University conferences including the delivery of a key note presentation at the 2009 Globalization Symposium. Not only was Phil was invited back in 2010, he was also invited to participate on an executive roundtable addressing the challenges of business ethics in a global marketplace.

Internally at AMS, Phil has led the organization through two recessions and multiple infrastructure and technology developments. His leadership has solidified the direction of an internal/external team with business development offices in Toronto, Turin, Italy, Singapore, Hong Kong, Hyderabad, India, TX, NC, CA, FL and MA. His past experience as a marketing, sales and operations executive with two global companies provides the unique blend of competencies required to lead a diverse consulting firm such as AMS. In addition to the daily leadership of the firm Phil contributes to the content development for their Virtual Classroom presentations and Podcast modules with several titles in publication for more than two years and attracting on-going audience growth. Phil has also authored the firm's "green" policy and moved the company to a paper free environment with a cloud based technology infrastructure. Upon completion of this initiative both Microsoft and Concentric asked for, and were provided, a release to use the implementation model as a case study within their knowledge bases. In addition to the infrastructure technology developments, Phil also authored a set of best practices for the electronic delivery of courseware which was promoted by Blackboard through their international conference on distance learning, where Phil was asked to present in 2009.

Phil spends a significant amount of time working with young entrepreneurs as part of the AMS, "Community Give Back and Mentoring Program." These contributions apply to the individual development of professional skills to the review and comment on various business plans/ventures. When appropriate, Phil will connect the business plans with his network to offer insight for venture capital and further development of the ideas. The AMS mentoring program has been successful and continues to grow each year with interns and external coaching relationships.

Phil maintains an active presence in quality trade associations and forums as well as human resource and training groups. He is the former Vice President of Operations and Finance for the Massachusetts/Greater Boston chapter of ASTD (American Society for Training and Development), the past Vice Chairman of

Programs for the national PMI (Project Management Institute), the past Chairman of the New Product Development SIG (Specific Interest Group) for ASTD and has been asked to co-chair the Federal Small Business Taxation Committee with other business leaders from around the country. He was also appointed Honorary Chairperson for the 2001-2002 year of the National Republican Congressional Committee Business Advisory Council, and recently awarded the committee's gold medal for outstanding contribution. Phil is an active member of the International Institute of Business Analysis (IIBA) as well as the Project Management Institute (PMI).

Phil has published articles discussing management related subjects in various trade periodicals as well as the McGraw-Hill Sourcebook and Pfeiffer & Company Annual. Additionally, Phil has written and published more than twenty stand alone articles on the topics of organizational effectiveness, project management, business analysis and performance management which are shared with various trade associations and displayed regularly on the AMS client portal web site. He has participated as a speaker at association events and panel discussions such as ASTD's Training in the Organization of the Future, as well as served as a guest speaker on business radio talk shows and at the AMS Breakfast Series events. He has spoken to various industry and professional groups on the topic of entrepreneurial management and personal motivation. Phil has delivered papers at various conferences including Frontiers in Project Management, where he also chaired the Quality track for three consecutive years. Phil is the publisher of the Advanced Management Services, Inc. newsletter, Transformations. In addition, he is co-authoring a book on the strategic impact of project management with his long time partner Tom Flynn, P.E., PMP, as well as considering articles with Suffolk University's Ethics lead, Lydia Segal, Ph.D., on the topic of Business Ethics. Phil develops and contributes content to the AMS blog called "Think Tank" which is focused on inspiring thought leaders and informing professionals as well as frequently offering updates to the AMS Twitter following.

Phil studied psychology and management development at Northeastern University, LaSalle University and the University of New Hampshire School for Continuing Education. Phil holds a BS/BA, an MBA with a concentration in organizational development, advanced certificates in management development and a master's certificate in project management from Boston University as well as multiple certificates in the area of quality systems.

Phil is a commercially rated pilot and is registered with Virgin Galactic to participate as a passenger on an upcoming space flight. Among other interests he is an accomplished yachtsman, motorcycle enthusiast, skier and not so accomplished golfer and guitarist.