



### Strategic Business Approach, Superior Systems Results

In successful technology initiatives, business needs and goals drive systems choices and approach. Rafael Pabón has built expertise over 25 years, encompassing web, legacy, networking, communications, software and hardware technologies.

We coordinate with your internal teams and vendors to lead strategic systems projects and derive the greatest bottom-line impact of technology improvements:

- Hone business strategies. Increase profits and productivity through enhanced IT.
- Negotiate and manage outsourcing programs, vendor contracts and service level agreements.
- Design and select software and hardware systems.
- Improve sales processes and client service via customer relationship management systems.
- Lead new product definition, design and launch.
- Ensure SEC, OCC, FFIEC and other regulatory agency compliance.
- Perform technical due diligence for corporate or equity investors.



*We understand  
the business of  
technology...  
and the  
technology of  
business.*

Your specific needs and timeframe will determine our working relationship. You may require active project management or a strategic advisor. In all cases, we document progress to provide a concrete record of our key insights and results.

### Professional Background

Rafael Pabón combines technology expertise with experience in sales, vendor relations, quantitative analysis and strategic management to help companies reach higher levels of scale and profitability. Mr. Pabón's clients include Morgan Stanley, Thomson Financial, Advanta Growth Capital LP and Dover Corporation. For Morgan Stanley, he recently led a four-year technology and operational outsourcing project to increase margins and enable higher-end client services for a high net worth business unit.

As CIO of LoanQuorum he oversaw development of an international trading system for syndicated loans. At Barra International, he opened the New York office and sold fixed income and derivative products. At JPMorgan he led a team to evaluate and select new systems, set global policies, and educate senior executives on business benefits of leading edge communications technologies.

At IBM, he marketed communications solutions to global financial services firms and represented IBM at industry events. Previously, he was responsible for requirements analysis, product development, and manufacturing processes. He worked with vendors to adapt sophisticated military designs to enhance product features and reduce costs for private industry.

Mr. Pabón holds an MBA from Stanford Graduate School of Business, with concentrations in investment analysis and business strategy, and a BSE from Princeton University in Electrical Engineering and Computer Science. He leads the Sherman Hill Group, a MBE certified company.