



# Team Burlington



## **Leonard Hand – Rochester, New York, USA - Executive Information Technology**

**Architect** - Leonard Hand is an IBM Senior Certified Architect with an infrastructure discipline (networking, cloud computing, etc.). He performs many roles beyond information technology (IT) Architect, including: instructor, methodologist, mentor, innovator (6 US patents) and programmer, to name a few. As an Infrastructure Architect Len understands the importance of looking at the big picture and all possibilities, but at the same time has a pragmatic (rubber meets the road) perspective that enables his solutions to work in the real world. Len is currently engaged as the technical lead on a special assignment called the IBM Asset Factory. Prior to IBM, Leonard worked as a software consultant and as an environmental controller programmer. He is a Summa Cum Laude Graduate of SUNY Oswego. Leonard has built his own home; enjoys his family, wrenching classic car and motorcycles, while managing his farm in central NY.



## **Robert Laurim – Munich, Germany - Vertical Industry Expert**

Robert Laurim is a vertical industry expert pulling together hardware, software and services to support his clients. All his career moves have been with leading IT companies in support of various business segments such as automotive, aerospace, manufacturing, broadcasting/media, utilities, public and defense. He is experienced in growing markets, startup situations, and turnarounds. His working style is straightforward and customer-focused. Prior to joining IBM Germany in 2003, Robert worked for several other high tech firms. Robert holds a Degree in Industrial Engineering from Munich University of Applied Sciences. His hobbies include a variety of outdoor activities including scuba diving. He's also very interested in antiques, modern history and literature. Robert lives with his wife and two daughters in Munich, which is located in Bavaria, southern Germany.



## **Jorge "Lutt" Luttgardes – Sao Paulo, Brazil - CIO Latin America Office Leader**

Jorge "Lutt" Luttgardes is currently the CIO Latin America Office Leader, responsible for the overall IBM IT operations in Latin America. In his last two positions, he worked in the IBM Consulting Division, as the Operations Executive and in Applications Services Delivery, respectively. Before that Lutt worked in the finance area with his last position as the Latin America CFO for the IBM Consulting Division. During his 19 years in IBM, Lutt has rotated through several areas with experience in Application Management, Planning, Pricing, Treasury, Accounting, Business Development, Business Controls and Delivery Excellence. Lutt speaks English and Spanish in addition to his native Portuguese. He has a MBA from Fundacao Don Cabral, a post-graduate degree in Administrative Finance from Fundacao Getulio Vargas, and graduated in Data Processing Technology from Pontificia Universidade Catolica. He was born in Rio de Janeiro and lives in Sao Paulo, Brazil, where he is married and has two daughters. He likes sports and plays soccer and tennis.



## **Isabelle Murard – Nice, France - Energy & Utility Solution Center Leader**

Isabelle Murard is the Energy & Utility Solution Center Leader at IBM Nice-Sophia Antipolis, France. She is a senior IBM certified Project Manager and certified Service Oriented Architecture Associate. For the past 3 years, Isabelle has led the team in charge of Technical Consulting for IBM Business Solutions serving the Energy & Utility market at a global level. Isabelle has spent the majority of her IBM career working with all IBM lines of business, as well as with Business Partners, Independent Software Vendors, Consultants and Systems Integrators. During her career, she has worked in EMEA (Europe, Middle East, Africa) for IBM voice products, in software development, in system design, in end-to-end solution design, in project and team management. Living in Vence on the French Riviera, Isabelle enjoys outdoor sports like hiking, skiing & sailing. On a volunteer basis, she teaches project management at the Nice University.



**Gabriela “Gaby” Orwick – Portland, Oregon, USA - Acquisition Integration**

**Executive Consultant** - Gabriela “Gaby” Orwick is a Corporate Development Mergers and Acquisitions (M&A) Integration Consultant at IBM. In her current role, she partners with IT business development leaders with focus on acquisition integration strategy, cross-IBM synergies, and the optimal approach to mitigate integration risk. Previously, as an M&A integration Project Manager in IBM Software Group, Gaby led diverse global teams to develop comprehensive plans and deliver successful integration of acquired companies. Gaby is a certified Project Management Professional®, has extensive experience

leading complex projects, and has earned the highest level – Thought-leader – recognition in IBM’s Managing Projects and Programs capability. In May 2011, Gaby had the privilege of serving as an IBM Corporate Services Corps volunteer, consulting with the Cebu City government in the Philippines on organizational design and revamping Human Resources programs, esp. in recruiting and performance management practices. She thrives on applying her energy, focus, ideas and expertise to driving positive change, and making lasting business and community impact.



**Christian Raetzsch – Prague, Czech Republic - Systems & Technology Group**

**Technical Executive** - Christian Raetzsch is an IBM Executive with more than 25 years experience in the IT industry. Currently Christian leads the IBM Systems and Technology Group (STG) technical team in Central and Eastern Europe and Russia. Prior to joining IBM, Christian worked with Austrian banks to develop and introduce software for provide advisory services to clients. Christian started his career in IBM Austria as sales representative, working with manufacturing clients, followed by leadership positions in IBM’s Services Business and STG. Work assignments with IBM included several international roles in

mature markets like Germany, as well as in Growth Markets in Central and Eastern Europe and Russia, and Middle East, Egypt and Pakistan. Christian was born in Austria in a small village in Tirol, an area famous for it’s beautiful landscape, mountains, and skiing. He holds a degree in Civil Engineering from the Technical University in Graz, Austria, as well as a certificate in management from the Open University Business School, UK. Christian is married and has 2 grown daughters who are both just now finishing their university education. Christian is very much looking forward to apply all his educational and professional experience to work with the city of Burlington to make its strong vision of a sustainable energy future reality.



**Marian Lawlor – Vermont, USA - Manager, IBM Corporate Citizenship and**

**Corporate Affairs** - Marian manages IBM’s philanthropic initiatives for Vermont and Michigan and IBM Smarter Cities Challenge Burlington. Marian joined IBM in the ‘70s at IBM Burlington where she has held technical and management jobs in areas as diverse as product engineering, data processing, product planning, technical vitality, and community relations. Marian chairs the regional Workforce Investment Board and serves on a number of education-related boards. Marian received her BA from Emory University and her MS from the University of New Hampshire. In her spare time, Marian enjoys traveling and relaxing at her seasonal camp on Lake Champlain.