



Thornton A. May

Thornton May has emerged as a trusted advisor for senior executives seeking to create their future and prosper in our "Third Wave" economy.

Thornton's insights have appeared in the Harvard Business Review (on IT strategy); The Financial Times (on IT value creation); The Wall Street Journal (on the future of the computer industry); the M.I.T. Sloan Management Review (on the future of marketing), American Demographics (on the evolving demographics of retailing), USA Today (on the future of the consumer electronics industry), Business Week (on the future of CEO direct reports) and on National Public Radio (debating the future practice of strategy with Professor Michael Porter). Thornton is a columnist at Computerworld, ROI Magazine, serves on the Advisory Board of Cycle Time Research and has served as an Advisor to the Founding Editors of Fast Company Magazine.

Thornton has established a reputation for innovation in executive education, pioneering the multi-client research working group model; the Lyceum (a time-compressed, intense learning experience designed for Chief Information Officers); the Directors' Institute (a forum for technology-savvy Board members); and the Controller's Institute (arena for European Chief Financial Officers to discuss challenges associated with making technology investments).

Thornton is an executive education faculty member at the Anderson Graduate School of Management at UCLA where he teaches the "Managing the Information Resource" program; the Haas School of Business at UC-Berkeley; and Carnegie-Mellon University where he is a part of the faculty team that created the "E-Commerce" program. Thornton serves on the Curriculum Advisory Committee at Babson College.

Thornton is probably best known not for his humorous and scathingly honest speeches or his hands-on and deeply committed approach to organizational problem solving, but for the openness and accessibility of his network. Thornton knows a lot of people who know a whole lot of things.

Thornton has served on the Executive Committee [top 14 leaders] at Cambridge Technology Partners; served as Chairman of the Board of East Asia Consultants, Inc.; Chairman of the Board of AIIM [the Association of Information and Image Management]; sat on the Board of Mixtec, Ltd. [a high-tech Dublin, Ireland based consultancy chaired by Tony O'Reilly, chairman of Heinz]; serves as the Corporate Futurist for Guardent, Inc.; serves on the Advisory Boards of The Doctors Company, Matrix Technology, MentorU.com; and Fall/Spring Comdex.

Thornton has appeared before the Congress of the United States serving as an expert witness on large technology implementations and was responsible for ghost writing portions of the technology track for the 1998 Davos Conference. He is a natural storyteller and has been described as a 'spoken word' artist.

"Thornton is in the top tier of business technology industry intellectuals. I personally think he is a genius. My definition....smarter than me and most everybody else....always is out front on ideas and uses completely fresh perspectives on issues and challenges in business...and balances it all with razor sharp wit. Nobody ever goes away after an encounter with Thornton without being enriched."

Barbra Cooper, *CIO; Toyota USA*

"Thornton May is the real deal. A daring intellectual in a business filled with fakes, Thornton encourages us -- no he FORCES us -- to sit up, pay attention and think hard about the real issues we face every day."

Seth Godin, *Author of Permission Marketing*

"IP Security is the seminal issue for the New Millennium - and that's not just a sound byte - I believe it! Who owns what? What rights can be given freely? What rights does anyone have to control content - mix content, etc. Thornton - as always - figures out how to be in the 'thick of it' and this will be no different."

Evelyn Follit, *CIO; Tandy Corporation*

"It's not difficult for Thornton May to stay ahead of the curve, he helped build it."

Max Keiser, *Vice-Chairman, Co-Founder; Hollywood Stock Exchange*

"Thornton May is one of the brightest, most knowledgeable, and funniest consultants in the information technology industry. He spots trends well in advance of most of the pundits, and he's extremely well-connected with a very impressive following."

Barry Rosenbaum, *Managing Partner; RSA Ventures*

"Despite the claims of consultants, nobody has answers, but Thornton gives you all of the perspective you can handle. He's the 360 consultant."

Robert A. DiStefano, *Managing Director of Vanguard's Information Technology Division; The Vanguard Group*

"Thornton May is an intellectual speed merchant. He can think faster than the few people who are smarter than he is, and he's smarter than the few people who are faster than he is--and that's a tough combination to top in any field."

Alan Webber, *Founding Editor; Fast Company*

"Thornton has an instant recognition and respect factor with Computerworld readers -- not because he can be funny and outrageous (which he can) but because what he says makes them think about things in a different light. His ideas on IT leadership and his perspective on industry trends have a ring of truth about them, drawn as they are from his own experiences working with senior business

and technology executives. He's also one of the liveliest speakers on the face of the earth, so it's enormous fun to watch him in action with a room full of startled execs who expected another boring Powerpoint presentation. Around our newsroom, he's known as the Robin Williams of IT!"

Maryfran Johnson, *Editor-in-Chief; Computerworld Magazine*