



CARMEN ORTIZ-TORRADO ALLEN

Go-To-Market | Cybersecurity | Global Telecom Expert | Technology Futurist | Board Member

CORPORATE EXPERIENCE

CEO & FOUNDER - ALLEN SOLVISION LLC

IBM RESEARCH, IBM GLOBAL SERVICES, KPMG, ACCENTURE & BELL LABORATORIES

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Carmen is a highly experienced, global operating executive bringing a diverse perspective to public and private companies. She offers deep technology expertise to address board oversight on cybersecurity risks and opportunities for digital transformations involving artificial intelligence (AI), machine learning and automation. Carmen is adept at formulating company strategies, assessing the supply chain for business continuity, and planning for c-suite and board talent succession. She is recognized as a thought leader and advisor on next-generation technologies, cognitive solutions, wireless, cloud, and other digital technologies. As a collaborative leader with strong communication and interpersonal skills, Carmen possesses a rare ability to communicate effectively with both technical and non-technical audiences at all organizational levels. She has been a consistent and relentless growth agent by leveraging skills in strategy, operational execution, and blending of technical and commercial acumen.

Carmen is a Latina and native Spanish speaker, fluent in English and French, and proficient in Portuguese, which enabled delivering results across five continents (30+ countries) in high tech-software, telecom, and healthcare industries. As a consultant she collaborated with c-suite executives around the globe at multiple Fortune 500 companies including AT&T, Telefonica, and Bharti Airtel. As a global marketing and operations executive, she delivered revenue growth at leading technology and services companies--IBM Global Services, IBM Research, KPMG, Accenture, and Bell Laboratories.

Strategy, Growth, and Innovation: As an IBM Global Services Partner for Telecom, Carmen built the strategy, blueprint, and marketing for next-generation solutions resulting in over \$1B in telecom and cross-industry sales/revenue. Her track record and accomplishments building this new business model and achieving organic revenue growth was adopted by IBM Global Services across industries. She was then handpicked to repeat the success as Executive Director at IBM Research delivering over \$750M in revenue through the commercialization of new businesses and alternative go-to-market channels.

M&A and Transformation: She built the plan to integrate multiple acquisitions at a Fortune 100 company to deliver \$500M in synergies and operational costs reductions across processes, organizations, and system architectures. Her deep expertise in Decision Support Automation and data analytics enables companies to become agile addressing virtual operations and continuous improvements.

Business Continuity and Enterprise Risk Management: Carmen is well-suited for audit, risk, and governance committees. Her deep domain expertise in networks and cybersecurity enables her to provide oversight and safeguard companies through robust security and compliance controls.

Carmen is originally from Havana, Cuba, immigrated to the US in 1960 and achieved US citizenship in 1970. Carmen earned a Master of Science in Applied Psychology-Human Factors Engineering from Stevens Institute of Technology and a Bachelor of Science in Psychology and Business Management from the College of St. Elizabeth. In 2011, she was selected to the inaugural class of the IBM Industry Academy representing the Telecom industry. Carmen has been a leading author or contributing expert for groundbreaking global patents in AI, data and process automation, and telecom applications. She is an active member of the Latino Corporate Directors Association, the National Association of Corporate Directors (NACD) and is a founding member of the Private Directors Association chapter in Atlanta. In her spare time, she is an abstract painter and author of Cuban poetry.
