



**Matthew Goldman**  
**Senior Vice President, Business Strategy**

Matthew Goldman is senior vice president of Business Strategy at Fujitsu America. In this role, he is responsible for managing our current offering portfolio, developing new offerings, managing our alliance relationships and, ultimately, improving our ability to compete and grow the business. He supports global efforts by accelerating targeted offerings in the Americas, and identifies and improves synergies across Fujitsu to improve collaboration and focus on specific market needs.

Prior to joining Fujitsu America in April, 2011, Mr. Goldman spent the previous 14 years in professional services. Most recently, Mr. Goldman spent seven years at Gartner, Inc., where he held the position of vice president and research director in IT Services. In that role, he was responsible for leading market coverage for application services with a focus on Customer Relationship Management (CRM) services. His published research and presentations at international events included consulting, system integration and outsourcing. His research involved market sizing, predictive modeling, forecasting, market trends, service provider evaluation and selection and scenario planning. In 2010, Mr. Goldman was awarded a Gartner Thought Leadership Award for his work on the Future of Application Services.

Mr. Goldman previously worked at Technology Solutions Co. (TSC) as a senior principal and director of marketing. As a senior principal, Mr. Goldman played a lead role in the CRM practice, with responsibilities to identify, sell and deliver consulting engagements for clients in financial services and industrial product industries. In addition to his role in the firm's CRM practice, Goldman served as director of Marketing for the company, where he led the firm's Public and Analyst Relations. He also served as a senior advisor to the leadership team, where he contributed to the firm's corporate strategic planning efforts.

Before joining TSC, Mr. Goldman worked for KPMG Consulting, where he was a manager in the CRM practice area. In that role, he worked with Fortune 500 organizations to design, develop and implement applications to support business processes. He also played a role in the manufacturing retail and distribution practice at KPMG, where he helped align supply chain processes for leading retail organizations.

Mr. Goldman received his MBA with a concentration in Marketing and Management Information Systems from the University of Arizona. While completing his degree, he was the director of a non-profit consulting group assisting start-up businesses in Southern Arizona. He also received his Bachelor of Science degree in Marketing from the University of Arizona.

Mr. Goldman lives in San Diego with his wife and two young children. He is an avid runner, and has competed in eight half marathons.