

**GRANT C. D'ARCY**  
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| <b>EDUCATION</b>                        | <b>UNIVERSITY OF MICHIGAN</b><br><b>Stephen M. Ross School of Business</b><br>Master of Business Administration candidate, May 2012 <ul style="list-style-type: none"><li>• Emphasis in Management &amp; Organizations</li><li>• Awarded Ross Fellowship (full-tuition merit scholarship)</li><li>• Elected: President of Student Government Association, NPM Student Advisory Board</li><li>• Selected: Community Consulting Club Project Lead, McKinsey Strategy Scholar Finalist</li><li>• GMAT score of 780 (99th percentile)</li></ul> <b>HARVARD UNIVERSITY</b><br>Bachelor of Arts in Economics, June 2006 <ul style="list-style-type: none"><li>• Graduated magna cum laude with cumulative GPA of 3.7 / 4.0</li><li>• Honors thesis in Economics of Intercollegiate Athletics</li></ul>  | <b>Ann Arbor, MI</b><br><br><br><br><br><br><br><br><br><br><b>Cambridge, MA</b> |
| <b>EXPERIENCE</b><br><b>Summer 2011</b> | <b>CIVIC CONSULTING ALLIANCE</b><br><b>Civic Fellow</b> <ul style="list-style-type: none"><li>• Formed and managed team of Chicago and Cook County employees to build open data portal and app competition, providing \$2 million of free development for the region</li><li>• Created branding, content, and online presence for Cook County to release first-ever performance management report to over five million residents</li><li>• Cultivated partner relationship with IBM to provide \$10,000 worth of pro bono services</li></ul>  | <b>Chicago, IL</b>   |
| <b>M.A.P. 2011</b>                      | <b>ACUMEN FUND</b><br><b>M.A.P. Intern</b> <ul style="list-style-type: none"><li>• Interviewed over 30 experts in education to identify regulatory barriers to investment</li><li>• Recommended key investment areas to help raise a \$6 million education portfolio</li></ul>  | <b>Mumbai, India</b>   |
| <b>2008-2010</b>                        | <b>FEEDING AMERICA</b><br><b>Business Development Manager, 2009-2010</b> <ul style="list-style-type: none"><li>• Designed and managed outreach to over 200 member food banks for training and support of effective purchasing; initiated collaborative buying in four regions and achieved 185% growth for Grocery Purchasing Program in less than two years</li><li>• Mapped supply chain and related department processes; created improvement plan and co-led execution, resulting in ~20% shorter transaction time on member purchases</li><li>• Collaborated cross-functionally with IT, Finance, Logistics, Marketing, and Fundraising departments on projects to improve interdepartmental communication and strategy</li><li>• Researched and initiated pilot sustainability program, starting with transportation and lighting, which reduced energy costs at more than fifteen food banks</li></ul> <b>Purchasing Analyst, 2008-2009</b> <ul style="list-style-type: none"><li>• Created reporting and analytic capabilities for all supply chain-related programs, which enabled establishment and tracking of proper metrics</li><li>• Promoted to Business Development Manager in less than one year</li></ul> | <b>Chicago, IL</b>   |
| <b>2006-2008</b>                        | <b>THE BOSTON CONSULTING GROUP</b><br><b>Associate Consultant</b> <ul style="list-style-type: none"><li>• Conducted marketing review as volunteer board fellow for environmental nonprofit; presented results to board of directors, who approved and implemented plan</li><li>• Chosen to lead monthly communications training for new associates and consultants</li><li>• Developed new internal global recruiting brand, materials, and roll-out strategy, which were successfully implemented in 2007 and are still utilized today</li><li>• Organized international medical devices client team to pursue new U.S. pricing strategy across entire product portfolio to capture 5% increase in revenue</li></ul>   | <b>Chicago, IL</b>   |
| <b>ADDITIONAL</b>                       | <ul style="list-style-type: none"><li>• Spoke to Fortune 500 CEOs, philanthropists, and major foundation directors at the 2011 Committee Encouraging Corporate Philanthropy Summit in New York City</li><li>• Compete in ultimate frisbee at highest level; qualified for College Nationals twice</li><li>• Have traveled to 16 countries across five continents; planning to hike El Camino in 2012</li></ul>  |  |

# EMILY DWINNELLS

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|--------------------|---|----------------------|
| <b>EDUCATION</b>   | <b>UNIVERSITY OF MICHIGAN</b><br><b>Stephen M. Ross School of Business/School of Nat. Resources</b><br>Master of Business Administration/Master of Science, May 2012 <ul style="list-style-type: none"><li>• Ford Blue Oval Scholar awarded two year merit based scholarship</li><li>• Tauber Institute for Global Operations Fellow</li><li>• Elected: VP of Events, Operations Club and VP of X-Country Skiing, Ski Club</li><li>• Emphases on Strategy and Sustainable Operations</li><li>• GMAT: 710 (94th percentile) ASW: 6/6</li></ul>                 | <b>Ann Arbor, MI</b> |
|                    | <b>KENYON COLLEGE</b><br>Bachelor of Arts, International Studies, May 2001 <ul style="list-style-type: none"><li>• Concentrations in Political Science and Latin American Studies</li></ul>   | <b>Gambier, OH</b>   |
| <b>EXPERIENCE</b>  | <b>CITIGROUP, INC.</b><br><b>Senior Sustainability Analyst</b> <ul style="list-style-type: none"><li>• Analyzed energy efficiency opportunities within one property resulting in cost savings of \$620K and 1,428 MT of avoided CO2 emissions</li><li>• Developed several process models providing a more systematic approach to identifying and capturing energy efficiency savings across Citi's global real estate portfolio</li></ul>   | <b>New York, NY</b>  |
| <b>Summer 2011</b> |   |                      |
| <b>Summer 2010</b> | <b>NATIONAL GRID USA</b><br><b>Operations Consultant</b> <ul style="list-style-type: none"><li>• Analyzed leak repair process for U.S. Gas Distribution division of large utility and implemented a lean process improvement pilot proving \$4.8MM in annual cost savings</li><li>• Managed a cross-functional team charged with identifying, developing and implementing a cost saving pilot program within 14 weeks with no funding</li></ul>   | <b>Waltham, MA</b>   |
| <b>2008-2009</b>   | <b>RAINFOREST ALLIANCE</b><br><b>Associate, Office of the President</b> <ul style="list-style-type: none"><li>• Launched Sustainable Financial Initiative as part of a two person team resulting in the facilitation of access to capital markets for sustainable SME businesses worldwide</li><li>• Led an international pro-bono team of lawyers in a study of government based incentives for sustainable production in Latin America resulting in a published policy paper distributed to stakeholders by Organization of American States (OAS)</li></ul> | <b>New York, NY</b>  |
| <b>2005-2008</b>   | <b>KELLOGG CAPITAL GROUP, LLC</b><br><b>Options and Equities Broker/American Stock Exchange Member</b> <ul style="list-style-type: none"><li>• Managed the order flow for proprietary and institutional customers resulting in 300,000-1 million equity and 300-10,000 option trades daily</li><li>• Represented several investment banks on the trading floor during IPOs resulting in improved order flow management, bid stabilization and price integrity for new products</li></ul>  | <b>New York, NY</b>  |
| <b>2004-2005</b>   | <b>BOSTON STOCK EXCHANGE</b><br><b>Floor Services Coordinator</b> <ul style="list-style-type: none"><li>• Managed trading platform to resolve technical issues resulting in the accurate order execution of 10MM trades daily</li><li>• Supervised trade dispute resolution within the Intermarket Trading System to ensure SEC trading rules were not violated</li></ul>   | <b>Boston, MA</b>    |
| <b>2003-2004</b>   | <b>INVESTOR GROUP SERVICES (IGS)</b><br><b>Contract Consultant</b> <ul style="list-style-type: none"><li>• Conducted market research and company due diligence to frame key issues in takeover transactions including market strategy and industry assessment for private equity and corporate clients</li></ul>  | <b>Boston, MA</b>    |
| <b>ADDITIONAL</b>  | <ul style="list-style-type: none"><li>• Published freelance food and wine travel writer</li></ul>   |                      |

# PULKIT GUPTA

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## EDUCATION

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**University of Michigan**, Ann Arbor, MI

Sep 2011 - Present

M.S. in *Computer Science & Engineering*

GPA: 4.00/4.00

Coursework: EECS 470 - Computer Architecture, EECS 583 - Advanced Compilers

Winter 2012: Artificial Intelligence, Advanced Cryptography, Parallel Computer Architecture

**Indian Institute of Technology (IIT)**, Roorkee, India

Aug 2007 - Jun 2011

B.Tech in *Electronics & Communication Engineering*

GPA: 3.68/4.00

Related Coursework: Data Structures, Object Oriented Programming, Microprocessors

## ACADEMIC PROJECT

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**Dynamic compilation of Dalvik bytecode using a JIT compiler on a multicore platform**

Sep 2011 – Present

The aim is to add optimization techniques on top of the trace based JIT compiler for the Dalvik virtual machine in order to speed up applications on multicore platforms.

**Design of an Android based Automotive Infotainment System**

Dec 2010 - Present

The project involves development of an ARM Cortex A8 processor based automotive infotainment system running Android OS which includes porting of OBD reader, GPS and 3G modem to Android.

**Hardware acceleration system for Image Processing using Virtex 4 FPGA**

Dec 2009 - May 2010

The goal of this project was to optimize image processing functions at hardware level and compare the performance of the hardware developed with software image processing methods (OpenCV).

**Execution of PSO algorithm on swarm robots using Image Processing**

May 2009 – May 2010

The project involved controlling a swarm of robots, by tracking their real time coordinates through processing images acquired from an overhead camera.

## INTERNSHIP

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**Institute of Computer and Network Engineering, TU Braunschweig, Germany**

May 2010 – Jul 2010

**Design of a bandwidth optimized memory controller for BRAMs in VHDL for Virtex 5 platform**

The internship involved designing of a scalable, bandwidth-optimized Block RAM memory controller with support for burst I/O and multiple I/O ports. The memory controller was integrated into an existing FPGA based real-time image processing application framework designed for a driving assistance system for Volkswagen cars.

## COMPUTER SKILLS

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**Languages:** C/C++ Embedded C, Java, Visual Basic, Shell Scripts, Perl, Python, PHP, JavaScript, HTML

**Applications:** LLVM, Matlab, Visual Studio, Eclipse, LabView, NetBeans, AVRStudio, LAMP and OpenCV.

**Environments:** Unix, Windows, Linux, Android, Mac OS.

**Hardware Languages:** VHDL, Verilog and SystemC.

**Hardware Tools:** Modelsim, Xilinx ISE, Synopsys VCS, HSpice, Virtuoso, Orcad.

**Hardware:** Xilinx Spartan 3E, Virtex 4/5, ATmega 8 bit series.

## AWARDS

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DAAD (German Academic Exchange Service) - Summer Fellowship, 2010.

Shamsher Prakash Foundation award for the best project at the undergraduate level from all over India.

# RYAN JACOBS

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| <b>EDUCATION</b>    | <b>UNIVERSITY OF MICHIGAN</b><br><b>Ross School of Business &amp; School of Natural Resources</b><br>Dual Degree MBA & MS, April 2012 <ul style="list-style-type: none"><li>• Emphasis in Marketing, Strategy and Finance</li><li>• Elected Social Chair; awarded residency at the TechArb Student Accelerator</li><li>• Member of Entrepreneurship &amp; Venture, Net Impact, Marketing and High Tech clubs</li></ul>   | <b>Ann Arbor, MI</b>               |
|                     | <b>EMORY UNIVERSITY</b><br><b>Goizueta Business School - BBA, May 2002</b>   | <b>Atlanta, GA</b>                 |
| <b>EXPERIENCE</b>   | <b>SANDBOX INDUSTRIES, LLC</b><br><b>Summer Intern, Incubation</b> <ul style="list-style-type: none"><li>• Evaluated and refined strategies of portfolio companies and new incubation concepts</li><li>• Conducted comprehensive assessment of Orggit, a secure cloud storage service</li></ul>  | <b>Chicago, IL</b>                 |
| <b>2011</b>         |  |                                    |
| <b>2010</b>         | <b>DELL, INC. CONSUMER ONLINE</b><br><b>Summer Marketing &amp; Strategy Intern</b> <ul style="list-style-type: none"><li>• Analyzed Dell.com's site monetization strategy, studying the competitive landscape from an online publisher's perspective rather than that of computer manufacturer</li><li>• Identified key opportunities for improvement and subsequently launched three of those recommendations which included an e-mail sponsorship program, an overhauled Dell.com media kit strategy, and the sourcing of new type of digital agency partnership</li></ul>   | <b>Austin, TX</b>                  |
| <b>2010</b>         | <b>MICROSOFT CORPORATION</b><br><b>Strategy Consultant - Windows Azure Platform</b> <ul style="list-style-type: none"><li>• Assessed market opportunities for cloud computing services; presented findings and recommendations to senior management in the Strategic Business Services division</li></ul>  | <b>Redmond, WA</b>                 |
| <b>2007-2008</b>    | <b>COMSCORE, INC.</b><br><b>Senior Analyst, Marketing Solutions Group</b> <ul style="list-style-type: none"><li>• Leveraged comScore's vast array of online audience measurement tools to yield meaningful consumer, competitor, and industry insights for clients</li><li>• Created highly-customized market intelligence reports for Best Buy, Hewlett-Packard, Kodak Gallery, Shutterfly and Symantec; presented quarterly findings to clients onsite</li><li>• Implemented cutting edge analyses in Security Software and Photo Sharing markets, enabling clients to view industry dynamics from a lens previously unavailable</li></ul>   | <b>Chicago, IL</b>                 |
| <b>2003-2007</b>    | <b>SPIRAL ENTERTAINMENT, LLC</b><br><b>Director of Operations, Managing Partner</b> <ul style="list-style-type: none"><li>• Planned, marketed and managed events for Atlanta's young professional community (1500-5500 attendees/event); grew revenues from \$180K in 2003 to over \$600K in 2007</li><li>• Coordinated the development of SpiralEntertainment.com with customized photo management system; managed Google AdWords and other SEM and SEO initiatives</li></ul>   | <b>Atlanta, GA</b>                 |
| <b>2002-Present</b> | <b>TSL MEDIA GROUP, INC</b><br><b>Founder/Owner</b> <ul style="list-style-type: none"><li>• Launched The Student Links, a portal concept widely used at Emory (Emory Links), which linked students to each other, local businesses and commonly used websites</li><li>• Developed and managed all aspects of Emory Party Pictures Photography (EmoryPartyPics.com) from inception in 2003 to hiring of manager in 2005</li><li>• Secured photo fulfillment partnership with Shutterfly; recognized as Shutterfly's #1 national client in both volume and revenues (November 2004, March 2005 &amp; April 2005)</li><li>• Expanded scope of business to include Greek Composites, Bid Day Group Portraiture, Graduation Ceremony Coverage and Facebook integration with file sharing features</li><li>• Acquired Emory Auction (2003); launched Atl Party Pics (2004) &amp; To Life Events (2009)</li></ul> | <b>Atlanta, GA and Chicago, IL</b> |
| <b>ADDITIONAL</b>   | <ul style="list-style-type: none"><li>• Actively involved with Camp for All Kids &amp; Imerman Cancer Support Foundations</li><li>• Interests: People, travel, skiing, digital technology &amp; the Discovery Channel</li></ul>  |                                    |

# DAVID TURNER

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| <b>EDUCATION</b>   | <b>UNIVERSITY OF MICHIGAN</b><br><b>Stephen M. Ross School of Business, Gerald R. Ford School of Public Policy</b><br>MBA / MPP Dual Degree, May 2012 <ul style="list-style-type: none"><li>• Emphasis in Social Entrepreneurship and Education Policy</li><li>• Education Pioneers 2011 graduate fellowship recipient (16% acceptance rate), Domestic Corps 2010 fellowship recipient (12% acceptance rate)</li></ul> <b>College of Engineering</b><br>BS Computer Science Engineering, May 2004 <ul style="list-style-type: none"><li>• University Honors, Dean's List, cofounder RawSport magazine</li></ul>   | <b>Ann Arbor, MI</b>   |
| <b>EXPERIENCE</b>  | <b>OUNCE OF PREVENTION FUND</b><br><b>Project Consultant</b> <ul style="list-style-type: none"><li>• Designed Service Tracking System allowing senior managers to quantify efforts by function and topic, resulting in more informed budgeting and strategy analysis for team of 17, and improved communication with funders</li></ul>  | <b>Chicago, IL</b>   |
| <b>Summer 2011</b> |   |  |
| <b>Summer 2010</b> | <b>HENRY FORD LEARNING INSTITUTE (HFLI)</b><br><b>Strategy Consultant</b> <ul style="list-style-type: none"><li>• Created marketing plan and dissemination model for HFLI and IDEO's Foundations of Innovation course, resulting in new funding and a January 2011 pilot launch</li></ul>   | <b>Dearborn, MI</b>  |
| <b>2004-2009</b>   | <b>INVESTMENT TECHNOLOGY GROUP, INC.</b><br><b>Senior Consultant, 2007-2009</b> <ul style="list-style-type: none"><li>• Managed trading strategy consulting service subscribed to by 40 of the top 50 global asset managers and 350 clients</li><li>• Directly managed three analysts and five developers</li><li>• Developed patented statistical methodology which has been adopted by several top asset managers allowing them to quantify overall trading operation efficiency</li><li>• Created the world's largest equity order database, significantly expanding ITG's post-trade research and consulting capabilities</li></ul> <b>Software Product Manager, 2006-2007</b> <ul style="list-style-type: none"><li>• Created interactive tool for asset managers to identify potential areas of information leakage lowering their exposure to insider trading</li><li>• Designed real time feedback system to help traders and portfolio managers communicate their hedging strategies resulting in a reduction of transaction costs</li><li>• Created daily benchmarking report for automated trading systems quantifying value add/ loss and improving overall process transparency</li></ul> <b>Research Analyst, 2004-2006</b> <ul style="list-style-type: none"><li>• Served as primary service analyst for ten clients, including three of ITG's largest clients</li><li>• Worked with portfolio managers to incorporate transaction costs and trading risk in their investment decision model lowering their fund's exposure to market fluctuations</li></ul> | <b>Los Angeles, CA</b><br><b>New York, NY</b><br><b>New York, NY</b> |
| <b>2009-2011</b>   | <b>GREEN PIGEON TV</b><br><b>Co-founder and CEO</b> <ul style="list-style-type: none"><li>• Inspired by Pandora Radio, Green Pigeon TV is a web-based virtual television that plays videos specifically selected to fit individual users' tastes</li><li>• Led team of four through an extensive ideation, prototyping, and beta testing process, resulting in a successful product launch and positive user reviews</li><li>• Developed social media marketing strategy that drove approximately 1000 unique users to the site in its first month</li></ul>  | <b>Ann Arbor, MI</b>   |
| <b>Part-time</b>   |   |  |
| <b>ADDITIONAL</b>  | <ul style="list-style-type: none"><li>• Stand-up comedian - performed at the NY Underground Comedy Festival, Gotham Comedy Club, and Caroline's on Broadway, featured on Will Ferrell's FunnyorDie.com</li><li>• Volunteer for Mountain Lakes Fire Department</li></ul>   |  |