

# Bio for David Scott Lewis

## Professional Overview

Progressive management responsibility in both line (to CEO) and staff (to VP) positions, including nearly twenty years of technology marketing and new business development experience. Internet-related activities have been featured as far back as February 1994 in *The New York Times*, *The Los Angeles Times*, *Wired*, and over a dozen other international dailies and industry trades.

Mr. Lewis is a graduate of the accelerated MBA program at Stanford Business School and the Senior Executives program at Harvard Law School. He has held senior marketing, business development and strategic planning positions at Microsoft, Oracle and Samsung. He was also the CEO of the largest Web systems integrator/e-services firm in Southern California (mostly Caltech *alumni/ae*), which developed the largest outsourced Web site *circa* 1996, PacBell's \$20 million "At Hand" site. (The firm was eventually acquired by idealab! and integrated into Goto.com/Overture/Yahoo.) Mr. Lewis also spent over seven years as VP, Business Development for the largest factory automation/robotic systems integrator in the biodiagnostics and invasive (*in vivo*) medical device industries. In his last position, he was VP, E-Business Strategies, for the world's fourth largest IT (information technology) advisory service, the META Group.

Mr. Lewis relocated to China in early April and is maintaining a joint operation out of Silicon Valley. Please see his blog for further details: <http://www.itestrategies.com> . **Note:** Blogging portals are not directly accessible in China. **In China, please use a proxy server to access Mr. Lewis' blogs titled, [China Sourcing Alert](#) and [China Sourcing Monitor](#), or go to <http://tinyurl.com/2r3pa> .** Mr. Lewis' expanded profile and CV is accessible to LinkedIn members ( <http://www.linkedin.com> ) and many of his archived postings are accessible through Silicon Valley's professional network, the AlwaysOn Network, <http://www.alwayson-network.com> . A XML feed for his blog is available by adding <http://chinasourcing.blogspot.com/atom.xml> , as is an AvantGo channel for PDAs and smartphones at <http://tinyurl.com/3dcej> . (The AvantGo channel uses a proxy server and provides access to CSA in China.)

## Specialties

Marketing strategy, new business development and global account management pertaining to e-business, with a focus on offshore outsourcing (China/India), enterprise information integration/enterprise content management (EII/ECM), portal architectures, Web services (ebXML, UDDI, SOAP, UDL, WSDL), utility computing, grid computing, supply chain management (SCM), product lifecycle management (PLM), collaborative commerce (c-commerce), strategic sourcing, B2B dynamic, knowledge management (KM), information visualization, peer-to-peer computing, and wireless enterprise applications.