



Founder Profiles

DOUGLAS BROWN (Right in Photo)

Doug is co-author of the best-selling business book "The Black Book of Outsourcing: How to Manage the Changes, Challenges and Opportunities" (Wiley Publishers, 2005). He is a principal of The Brown-Wilson Group, advisors and consultants to the outsourcing industry. With over 19 years experience in the corporate executive and business development positions in Fortune 50 corporations and start-up ventures alike, Doug now specializes in the corporate Healthcare, Education, Government and Service industry clients. Originally starting his career as a hospital administrator and managed care executive with degrees from the University of Florida and the University of Houston, Doug's career evolved in to senior operations, marketing and sales division posts including IT and Outsourcing management. He serves as adjunct professor at Syracuse University's Outsourcing Management graduate and certification programs. doug.brown@brown-wilson.com



SCOTT WILSON (Left in Photo)

Scott is also co-author of *The Black Book of Outsourcing* and co-founder of Brown & Wilson Advisors. Scott has been involved with designing, marketing and delivering outsourcing solutions in healthcare for more than 12 years. He has experience with multiple outsourcing models and has participated directly in numerous outsourcing transactions. Scott is also an entrepreneur and leading speaker on outsourcing's silver lining, particularly in the Healthcare and IT industries. Scott, a graduate of Rochester Institute of Technology. Additionally, Scott serves as adjunct professor at Syracuse University, Outsourcing Management graduate program. scott.wilson@brown-wilson.com