



CINDY A. KALOW

Co-Founder and Principal

Using two decades of solid experience in the ever-evolving information technology industry, Cindy has parlayed her skills in defining, delivering and implementing effective IT solutions into Rhumbline Partners – an agile partnership focused on technology and organizational development solutions that support business relationships. As Co-founder and Principal, Cindy capitalizes on her extensive business management and organizational development expertise to ensure Rhumbline’s customers successfully achieve critical business goals.

Prior to founding Rhumbline, Cindy provided strategic leadership and tactical oversight of all business functions as Vice President of Breakaway Solutions’ Central Region, which offered deep concentrated experience with solutions in Customer Relationship Management (CRM), Business-to-Business Collaboration and Exchanges, Mobile Business, and Workforce Collaboration. She joined Breakaway Solutions via an acquisition of Eggrock Partners, where she excelled as Chief Delivery Officer responsible for ensuring quality and profitable delivery services throughout the national organization.

Cindy joined Eggrock Partners after a number of years as Senior Managing partner with Norstan Consulting. While at Norstan, she not only managed the company’s \$40 million consulting service delivery activities in the Minneapolis region – strategy, delivery methodologies, customer satisfaction assurance and consultant management – but also was instrumental in redefining the professional services organizational model for the business.

During the earlier part of her career, Cindy spent nine years in progressively accountable roles, including IT Director, within Wilson Learning Corporation, a global provider of business training and development for Fortune 500 companies. She also co-founded a custom residential construction business where she served as part-time CFO for five years. In addition, Cindy served as Financial Systems Manager at UnitedHealthcare, involved in the implementation of Peoplesoft.

Cindy attended the University Of Minnesota Carlson School Of Management located in Minneapolis.

rhumbline (*n*) : 1. A straight course between two points; 2. The most direct path taken by a ship to the chartered destination; 3. The optimum path to successful, productive interactions with customers, employees, partners and suppliers. [*syn. Rhumbline Partners Inc.*]