



Robert Waitman

Director, Global Financial Services Practice Internet Business Solutions Group

Robert Waitman works with senior business executives at Cisco's top banking and securities customers to identify and develop growth and transformation opportunities for their businesses that leverage Web-based technologies and applications. In this role, he works to understand the unique challenges facing each customer, identify specific industry best practices, and prioritize opportunities that will enable lasting improvements. He is a leader of the Cisco Internet Business Solutions Group's (IBSG) Global Financial Services Practice and a member of the executive management team for the New York Metro Area.

Waitman's recent work has led to significant business improvements for customers and established Cisco as a trusted adviser with senior executives. His cross-functional work with the Royal Bank of Canada identified and prioritized over \$100 million of improvement opportunities related to employee-facing Web-based applications.

Prior to joining Cisco, Waitman was an associate principal at McKinsey & Company in New York, where he focused on strategy, technology, and payment issues facing financial institutions. He has also published numerous articles on these topics in *The McKinsey Quarterly* and other journals.

Waitman holds a B.S.E. in electrical engineering and computer science from Princeton University, an MBA and master's degree in operations research from Columbia University, and a J.D. from Harvard Law School. He was admitted to the Bar in New York and New Jersey.



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