

EMA™ Biography



Dan Twing President and COO

As President and Chief Operating Officer of Enterprise Management Associates, Dan is responsible for developing and executing strategic market research, delivering value to IT organizations through consulting engagements, and directing product developments and marketing efforts. Dan joined EMA in 2005 and has over 20 years of experience in information systems, software development, and technology outsourcing. Dan focuses on all aspects of intelligent and automated management of IT.

Prior to joining EMA, Dan was the president & CEO of NETdelivery, a company that develops secure electronic data collection, delivery, and management software for Fortune 1000, financial, and government markets. As the CEO of NETdelivery, Dan led the company through changing strategic direction, identifying and penetrating new markets, and realigning corporate assets to support a new strategy. As the COO of NETdelivery, Dan led the product development, engineering, quality assurance, program management, professional services, and customer support functions.

As Vice President of Financial Products for the Electronic Commerce division of EDS, a leading global information technology services company, Dan spearheaded the product strategy, system development, operations, and customer support functions. During his 14 years with EDS, Dan also held product management and systems engineering positions, managing and operating a variety of banking systems, payment systems, and other electronic commerce services.

Dan's experience managing multi-site and multi-cultural service operations gives him a unique, hands-on perspective into outsourcing and managed service providers.

He is a co-author of *CMDB Systems: Making Change Work in the Age of Cloud and Agile*.

M.B.A., Marketing, University of North Texas
Certified Management Accountant
B.S., Finance and Economics, Saint Cloud State University

“It is very exciting to combine the deep industry experience of a talented team of analysts with the broad and constantly updated view of the marketplace we are afforded from our regular conversations with both vendors and IT professionals. I enjoy utilizing this combination of experience and knowledge to assist our clients in achieving their business and professional goals.”