




## DAVID E. GARNETT




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Mr. Garnett is founder and President of *iAM* Solutions, LLC (*iAM*). The company was founded in December 2001 and focuses on operationalizing Business Development activities for entrepreneurs with patents and or intellectual property. The firm also works with C-level executives that are transitioning from major corporations to a small business by utilizing their methodology and Information Technology platforms, for executive counseling, marketing strategies and staff development.

Prior to *iAM*, Mr. Garnett was Senior Vice President of Global Accounts for XEROX Corporation where his group was responsible for developing and implementing the strategy and direction for Xerox' top 500 accounts worldwide. These accounts represented 52% of the company's United States revenue and 37% of the worldwide revenues. His responsibilities included all of the operational resources associated with sales, service and administrative personnel required for the delivery of Xerox's entire portfolio of services and products.

Mr. Garnett is an expert at blending strategic plans with the tactical activities required to influence performance and help clients move to the next level, and culture changes. He is progressive and decisive with keen insight into key business models, emerging market and technology drivers for policy deployment.

Mr. Garnett was born in Buffalo, NY. From 1992 through 2002 he sponsored an annual tour of four HBCUs in Washington, DC, Maryland and Virginia area. During that time in partnership with Delta Sigma Theta over 600 high school students from Buffalo were exposed to the opportunities available at these institutions.

He earned his bachelor's degree from the University of Pittsburgh (CAS'71). He is a member of the Omega Psi Phi and Sigma Pi Phi (Boule') Fraternities. He is involved with a number of community activities. Mr. Garnett is quite active in his church and in STEAM (Science Technology Engineering Arts Math) related outreach activities to young adults in the underserved communities. He recently joined the leadership team for The Barbershop Men of Prayer which focuses our young adults people on life skills, leadership development, and critical thinking. .

He and his wife, of 52 years, Sheila reside in Clifton, VA. They are the proud parents of two sons, four grand children, and mentor to a host of mentees.

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