



**Lorraine Segil is a seasoned Entrepreneurial Executive and public and private Corporate Board member, with general management experience.**

**She applies her extensive strategic, management, conflict resolution and leadership expertise in a selective Executive Coaching practice for CEO's and senior leaders.**

- World renowned level of expertise in **strategic cross cultural conflict resolution** & the creation, implementation & management of **complex global business alliances & outsourcing relationships** in healthcare, tech, consumer products, manufacturing, aerospace, fintech.
- Startup & turnaround experience, & a strong record for **innovative problem solving, enabling buy-in for complex change management especially in cross cultural organizations having lived in South Africa, Canada and the Middle East, and having taught senior executives about Alliances for 30 years in the Americas, Europe, United Kingdom, China, Singapore.**
- 2005 to present – has served on the board of **Frontier Communications, (NASDAQ: FTR)** a Fortune 200 company, on Audit, Nominating and Governance, Compensation & Retirement
- 2007 sold out of her company Vantage Partners LLC\*, to begin a full time portfolio career
- Became an Advisory Board member of **Edgecast**, a privately held venture capital financed Content Delivery Network (CDN) which sold to Verizon in December 2013.
- 2014 joined the Advisory Boards of two private companies, **APCO Worldwide** and **Kandela Inc.**
- 2017 she became Chairman of the Board of Directors of Kandela Inc.
- 2016 joined the Board of Directors of privately held **Vanir Construction Management.**
- Serves on 3 Non Profit boards (Emerita on Anderson School Price Entrepreneurs Board at UCLA, Southwestern Law School Board of Trustees and TELACU Education Foundation)
- Past Chair of the Foundation of the Global Women's CEO's Network, **The Committee of 200**, and Past Vice Chair of the Governing Board.

#### **Further Accomplishments:**

- \*Ms. Segil is Partner Emeritus and was formerly owner and director of Vantage Partners, a privately held consulting firm with expertise in conflict resolution and building competency in both internal and external relationship management, which acquired her firm, The Lared Group in 2003. Vantage Partners evolved out of the Harvard Project on Negotiation. Its partner/directors have authored many books including "**Getting to Yes**" and "**Difficult Conversations**". Segil has served Global 100 and Fortune 500 companies assisting them to create and manage their critical business relationships with suppliers, customers, alliances, joint ventures or channel partners. Clients served included C-level executives at **Intel, Cisco, HP, IBM, Ericsson, and McDonalds, Kraft, Disney, and Blue Cross Blue Shield** in multiple states, **Wellpoint/Anthem, Royal Dutch Shell, Chevron, Unocal and Texaco, Eli Lilly, Reuters, MasterCard, Best Buy, Northrop etc.**
- Ms. Segil serves on the board of the **National Association of Corporate Directors (NACD)** Southern California section. She is the Chair of the Nominating and Governance Committee and is a Board Leadership Fellow.
- Ms. Segil is a senior research fellow at the **IC2 Institute at University of Texas, Austin** (20 years)
- She serves on the Board of Governors of **Cedars Sinai Medical Center** (25 years)
- Ms. Segil serves on the **Golf 2.0 Business Women's Council for the PGA** begun in 2012
- Lorraine **presents keynotes on domestic and global alliances**, mergers, critical customer supplier, channel, outsourcing relationships and leadership to global companies (Client examples 2011 – 2016 Northrop Grumman, Gartner Group, F-Secure, Finland, Banco Santander Brazil, Vanir Construction Company Sacramento and Athenaonline). She also speaks on A New Way of Mentoring (Client Examples: Women in Film, The Sundance Institute)
- She is an Adjunct **Professor of Law at Southwestern Law School**, Los Angeles on The Business of Strategic Alliances for (Southwestern/Drucker) JD and MBA candidates as well as

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teaching the DEVELOPING WEB BASED STARTUPS class. She is also an Adjunct Professor of Law at the STRAUS CENTER FOR DISPUTE RESOLUTION at Pepperdine University School of Law.

- Ms. Segil runs a family-held, small **urban farm company**, Little Farm Company, CA providing cheeses, jams and organic produce to local buyers.

#### **Past Positions:**

- In January 2009 until January 2012 Segil served on the **UNICEF/UNDP/World Bank/World Health Organization (WHO)** Tropical Diseases Special Advisory Group on Alliances (SAAG), participating in Board meetings in **Kuwait** and **Geneva, Switzerland**.
- Lorraine served on the board of **The Los Angeles Regional Technology Alliances (LARTA)** representing 35,000 Southern California early stage technology companies for 16 years, and has been recognized by The Financial Times Knowledge Dialogue Group and The Corporate Strategy Board as a global thought leader in alliances.
- For the past 24 years she taught **executive education at The California Institute of Technology, (Caltech)**, where she has presented a two day program on Global Alliances.
- Ms. Segil has been a regular commentator for **CNN** and **CNBC -Power Lunch, Squawk Box on M&A** and **Alliances and on Bloomberg regarding women leaders**.
- Lorraine was formerly **CEO of an advanced materials company** providing products and services to aerospace and electronics manufacturers worldwide. She co-founded a California Thrift and Loan Company as well as a series of free standing ambulatory care clinics providing medical services, and practiced immigration, litigation & corporate law.

**Author of Six Books – One Fiction and Five Business Books:** Ms. Segil is the author of 6 books: 'Intelligent Business Alliances' (Random House) 'Fast Alliances: Power Your E-Business' (John Wiley), 'Dynamic Leader, Adaptive Organization (John Wiley), and 'Partnering –The New Face of Leadership' (A Compilation with Marshall Goldsmith and James Belasco-AMACOM). Her last business book, 'Measuring the Value of Partnering' (AMACOM 2005), was the first on Alliance Metrics. She authored a novel, 'Belonging', (Penguin Books) and in 2011 wrote/self-published 2 E-Cookbooks (Little Farm Company Publishing). ([www.lsegil.com](http://www.lsegil.com))

**Personal:** Lorraine Segil is a composer of music and lyrics and has two children's CD's launched in 2011 under the label [www.RockinGrandmaMusic.com](http://www.RockinGrandmaMusic.com). Born in South Africa, Ms. Segil immigrated to the USA in 1974. In 2010, Lorraine created three endowment funds for scholarships for women managers in strategic alliances – one at the JD MBA program at The Peter Drucker School of Management & Southwestern School of Law, another for Pepperdine Business School Presidential Key Executive MBA Program and the third at Kingsmead School for Girls, Johannesburg South Africa [www.larraineseqilscholar.com](http://www.larraineseqilscholar.com). In addition to scholarship money, she commits to mentor these young women for the rest of her life with the expectation that they will pay it forward by mentoring each other and those who come after them. They are called The Lorraine Segil Scholars. Ms. Segil holds a BA degree, a Graduate Honors Degree in Latin and Classics, JD & MBA degrees.