



Z. Vanessa Davison

Vanessa.Davison@panorama-consulting.com
(650) 219-7608

BOARD MEMBER PROFILE

Mrs. Davison has been able to achieve radical growth and transformation with her skills in managing overall corporate operations and deployment of capital and resources to achieve corporate performance. She brings a proven management track record with over 20 years of experience in either a COO or CEO capacity leading financial services and technology and management consulting firms. Her career has consisted of having a strong focus in driving corporate performance with her executive acumen in:

- Board & financial governance, turnarounds, mergers & acquisitions integration
- Aligning programs and policies for corporate performance
- Leading enterprise digital and business transformations of multi-billion-dollar organizations including business processes, business modeling, domain transformation and cultural and organizational transformation
- Experience with FinTech, deployment of enterprise systems in healthcare (bioscience, pharma), manufacturing & distribution, energy, public sector, and energy.
- Political & strategic advisor to foreign leaders & heads of state.

Mrs. Davison began her career in the late 1990s, serving as President and CEO of a *de novo* financial banking platform. She formulated and executed the corporate strategy successfully targeting a multi-national Latin American market and grew the company from 36 employees to over 300 employees while maintaining profit margins and diversifying the company's sources of revenue within 9 months. She then served as a turn-around COO, implementing cost cutting initiatives that drove down the organization's combined cost to produce by 48% in seven months through the introduction of efficient process flows, deployment of technology and corporate reorganization and organizational development. She has raised over \$100M for various projects including managing a Hybrid REIT fund for maximum return, compliance, and risk management. Currently she focuses on using her financial, organizational development, enterprise technology deployment and operational acumen to assist organizations and governments operate more effectively to efficiently serve its citizens, employees, and customers.

Enterprise and business transformation experience

- Lead and manage a team of business consultants for Panorama Consulting Group to serve customers such as Amazon Robotics, Nucor Steel & State of Maine in their digital and business transformation initiatives.
- Has served in CEO/COO capacity in various financial firms serving as a turn-around specialist.
- Lead strategy sessions with key clients to achieve corporate alignment and performance.
- Experience with digital analytics and deployment – AI, BI, RPA, IoT, blockchain

Finance & Risk Management

- Head of credit policy and operations for strategic fund and mortgage bank
- Chief Strategy Officer for fund strategic investments and risk management for a REIT with \$120M in assets.
- In charge of compliance policies and procedures, underwriting guidelines, fund/asset management structure and ethics initiatives for mortgage bank & REIT.

International policy advisory experience

- Advisor to members of the Presidential Ministry in Peru to implement public policy to assist with the management of funds for infrastructure projects.
- Assisted the Yemen Ministry of Oils and Minerals (MOM) to transition oil operations from the Canadians to the Yemenese.
- Structured mergers, acquisitions and capitalization events for large scale infrastructure projects in Italy by coordinating debt financing with the EU and private equity investors.

BOARD & CORPORATE LEADERSHIP

Panorama Consulting Group and Panorama Government Solutions, LLC

1/2012 to Present

Managing Partner, COO and Co-Founder

Panorama offers management consulting and technology services focusing on enterprise solutions to organizations and governments worldwide. Leveraging her strategic and operational expertise, Vanessa oversees the Mergers & Acquisitions and Turnaround & Restructuring Practice to solve complex challenges, cultivate cohesive environments and provide innovative thinking to organizations. Vanessa has lent her political and operational expertise to international governments and organizations in their quest to create both efficient and responsive entities. Vanessa is responsible for the overall global corporate operations and the implementation of key infrastructure initiatives, including the development of management and technology consulting methodologies.

ECS Team

1/2016 to 1/2018

Advisory Board Member

ECS Team is a national professional and technology services firm with expertise in a wide variety of technology. Assist the leadership with delivery and sales goals in their various verticals: Cloud-Native Development, Enterprise Architecture and Mobility, Integration and API Management, Interactive Design UI/UX and Project Management and Governance. Served on the board to guide the C-suite through their merger with CGI.

AMC

4/2011-12/2011

Chief Operating Officer

Vanessa shepherded AMC through the largest expansion in its fifty-year history. Her work drove corporate performance through the implementation of operational improvements to streamline, integrate and optimize enterprise-wide operations to increase revenues, reduce costs and make AMC an efficient, consumer-focused organization. Her daily tasks included managing the Information Technology, Human Resources, Marketing, Banking Operations, Finance, Compliance and Credit Policy departments. She spearheaded the acquisition of multiple small mortgage loan origination branches and worked with the leadership to form an acquisition roadmap, due diligence and negotiation and then set up the post merger integration framework for fast and expedient acquisitions and integrations.

VC Mortgage Banking Equity Group

2/2010 – 5/2011

Managing Partner and Board Member

As Managing Partner at VC Mortgage Banking Equity Group, Vanessa achieved a return on capital in excess of 20% while diversifying balance sheets and sources of income during the financial crisis. Her group's strategy not only significantly enhanced a key client's deposit gathering strategy while strengthening customer retention and portfolio defense efforts, but also diversified the financial platform to provide credit services to the unbanked with solid credit and lending criteria.

Assurity Financial Services, LLC

5/2008 – 12/2009

Chief Operating Officer

In her role as a transformation and turnaround executive at Assurity Financial Services, Vanessa set strategies to meet operational performance focused on driving down net operating costs and increasing net margins while keeping revenue and production constant. Her contributions revolutionized mortgage banking operations by driving down the cost to produce to unprecedented levels through the deployment of technology, process improvement and management initiatives that allowed the organization to perform at optimum levels. The biggest challenge for the organization was its lack of corporate culture and organizational engagement. She was able to effectively define

and execute the organizations culture, mission, vision and implement true change management initiatives to get the employees to buy-in and become happy productive members of the team.

Pacific Mutual Real Estate Investment Trust
Chief Strategy Officer and Board Member

3/2000-2/2009

Vanessa was instrumental in helping the hybrid REIT achieve a market cap of \$123 million and yields of 12% during its peak years. In order to salvage real estate assets, Vanessa led the redevelopment of distressed areas in California cities by working with government officials, banks and private investors. By integrating resources and partnerships, she was able to turn the REIT's key investments in contaminated heavy industrial land into a vibrant community.

CityMutual Financial
President and Chief Executive Officer

1998-2008

Initially hired to serve as Vice President of Marketing in 1998, Vanessa was quickly promoted to Executive Vice President playing a pivotal role in restructuring the operations and rethinking the strategic plan in reaction to the subprime crisis of 1999. Under her stewardship, the company grew from 36 employees to 300+ in less than nine months, specializing in providing home loans to the Hispanic Community. Her accomplishments in this role included:

- Aggregated and successfully sold firm's distressed loan portfolio for a profit
- Created three originations platforms
- Forged strategic warehouse and investor relationships
- Designed an efficient loan flow to provide better customer service, improve loan cycle time and decrease cost to produce.

When the company hit the \$1 billion milestone in 2000, Vanessa was named President & CEO. She also became the spokesperson for the company as well as the financial expert guest speaker for ABC, NBC, Univisión, Telemundo and CNN in Español.

NON-PROFIT BOARD POSITIONS

Rockies Venture Club Board Member	2022-present
Water For People Board Member & Governance Committee Chair	2019-present
GPR International Board Member	2018-2021
Colorado I Have Dream Foundation Board Member, Secretary, Governance Committee Chair, Chair-Elect	2010-Present
Global Chamber of Commerce – Denver Advisory Board Member	2016-2020
Historic Elitch Theater Foundation Board Member	2009-2010
Latin American Scholarship Federation Board Chair	1999-2005
San Jose Center for Career & Training Board Member and Executive Committee Member	2002-2004
National Association for Female Executives Board Member	2000-2001

EDUCATION

University of California at Berkeley-Double Major in Rhetoric & Legal Studies with minors in Computer science & Spanish
Harvard Business School –Executive Management Program, Strategy Coursework
George Washington University-Graduate School of Political Management Summer Scholars Program

SPEAKING ENGAGEMENTS

UC Berkeley Commencement Ceremony for Rhetoric Graduating Class	Berkeley, CA
CAMB Annual Convention-Building a \$1B Annual Production	Sacramento, CA
CAMB Annual Convention-Strategies for Growing a Diversified Mortgage Portfolio	San Francisco, CA
MBA Annual Convention-Pipeline Hedging in Today's Economy	Boston, CA
MBA Annual Convention-From Strategy to Execution	San Jose, CA
CU Leeds School of Business: WILD Summit II	Denver, CO
International Perspectives-PD Week Panelist	Ontario, Canada
Presidencia de consejo de ministros (ONGEI)-Keynote Speaker (Spanish)	Lima, Perú
Metal Forming Conference- Speaker- Globalización y la gestión de tecnología- (Spanish)	Monterrey, México
Mortgage Banking Association – School of Mortgage Banking Instructor	Washington, DC

