

Sandra Blair
Senior Consultant

Sandra Blair brings significant project management and planning skills that enable Align FSC clients to realize corporate goals through a pragmatic approach. She works collaboratively with clients to create a single view of all current, planned and potential development projects. This disciplined process enables clients to align their corporate goals with budget, resources and marketplace realities.

Some of the methods she employs are: resource planning across projects to ensure that limited resources are used effectively; cross-training employees to create teams that are responsible for the entire lifecycle of a product; using "lessons learned" sessions and creating templates to reduce redundant mistakes; and frequently measuring the status of a project from different angles (financial, resource usage, milestone completion) to ensure that potential issues are uncovered and risks are mitigated.

Throughout her career, Sandra has lead teams that provide technology solutions to the largest companies in the Fortune 500. Her experience spans the financial services industry-- specifically securities, trust accounting, and payment processing.

Sandra also has extensive experience in developing systems, call centers, and back-office operations for a number of industries, as well as employee benefits plans (health and welfare, 401K and pension plans).

She has integrated systems with outsourced providers of technology solutions and overseen large acquisitions and conversion initiatives. Sandra has also led multi-million dollar development projects to retire antiquated systems and build their replacement systems, as well as creating entirely new operational procedures. These projects required

extensive requirements-gathering as well as methodical implementation, to ensure an easy transition for corporations and end users. One of the keys to Sandra's success in these projects was not only testing all new systems based on requirements and performance, but also initiating training, operational procedures and documentation of any manual steps. In many cases the new systems needed to be interfaced with legacy systems, so hands-on, real-life training at the point of service ensured the technology could be efficiently implemented system-wide and embraced by all employees.

As Senior Vice President of Product Development and Delivery at Vital Processing (one of the nation's leading payment processing firms), Sandra led multi-location, multi-departmental product development efforts. By compiling and organizing all efforts across the organization, she enabled Vital to identify resource needs, capacity, and interdependencies on multiple projects.

This process allowed and encouraged associates at all levels of the organization to communicate using the same terminology, with the same understanding of corporate priorities, and in concert with standard auditing requirements.

As Director of Implementation Services for CitiStreet (a benefits outsourcing firm), Sandra led a team of more than 150 associates in delivering solutions to Fortune 100 companies. Sandra's team was responsible for the entire life cycle of product development, beginning with client requirements and flowing through technology development, marketing, operational training and implementation.

Sandra has a Bachelor of Business Administration from Villanova University in Villanova, Pennsylvania.

