



Robert Porter Lynch
Chairman Emeritus
Chief Executive Officer,
The Warren Company

For more than 15 years, Mr. Lynch has been an active entrepreneur, business development specialist, and management consultant establishing joint ventures, strategic alliances, and private-public partnerships. He focuses his efforts on building alliances to increase a company's ability to deliver value to the customer, to maximize profitable growth and to create real competitive advantages.

As an alliance consultant, he's served numerous Fortune 500 companies (such as AT&T, General Electric, IBM, Litton, Lockheed, Prudential, Scott Paper, and Xerox), as well as smaller businesses and government agencies. He has assisted top decision-makers in establishing their international and domestic alliances. Executives from thousands of corporations from around the world have attended his workshops and seminars. He has had experience working with high tech (computers, electronics, and telecommunications), medical (instrumentation, pharmaceutical, managed health care), energy, chemicals, mining, insurance, automotive, aerospace, and defense.

Mr. Lynch wrote the award winning book, *The Practical Guide to Joint Ventures & Corporate Alliances* (John Wiley & Sons, 1988), which is based on his own experiences along with scores of other managers operating "in the trenches." The "architecture of alliances" is the focus of his latest book, *Business Alliances: The Hidden Competitive Weapon*, (John Wiley & Sons, 1993), which details the state-of-the-art in alliance formation, design, and operations. His books have been translated into Spanish, Russian, Hungarian, and Portuguese. His numerous articles on alliances have appeared in magazines such as *CHIEF EXECUTIVE*, *Journal of Business Strategy*, *Physicians Executive*, *Management Review*, *Export Today*, *World Trade*, *Purchasing Manager*, and *High Tech Connections*. He often speaks before international and domestic business groups.

Mr. Lynch holds a master's degree in Organizational Development from Harvard University and a bachelor's degree in International Relations from Brown University. He is a faculty member of the American Management Association, Canadian Management Centre, the American College of Physician Executives, and the Institute for International Learning. He is listed in *Who's Who: Global Leaders*. He served as a Lieutenant in the US Navy, with combat duty in Viet Nam. He now resides in Naples, Florida.