

## COMPUWARE CORPORATION

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**Stephen L. Surhigh** is a Regional Vice President at Compuware. He has over 20 years of operations, sales and management consulting experience.

In his current position, Mr. Surhigh is the global account lead responsible for sales and delivery of Compuware products and services at General Motors. His current responsibilities include pipeline management; global P&L and financial management; global account planning across all Compuware product and service offerings; recruiting and on-boarding account management and delivery teams; and, providing leadership for more than 220 consultants delivering solutions throughout GM, including teams in the United States, China and Poland.

Mr. Surhigh previously managed business development for a technology service provider where he established outsourcing engagements with UPS, HP, Microsoft, Apple, Coca-Cola, Miller Brewing, Sears, Nike, The Gap, JPMorganChase, Bank of America, Deutsche Bank, Prudential, PG&E, Sempra Energy, SunAmerica, Jackson National Life, Harley-Davidson, GlaxoSmithKline, and many other Global 2000 companies. While in this role, Mr. Surhigh led all marketing, sales and channel management activities focused on the acquisition of new business. In addition to acquiring new clients, Mr. Surhigh established several joint ventures to expand services into new vertical markets. In other roles, Mr. Surhigh combined his financial and technical expertise to define new products and services, expand into new markets, restructure unprofitable business segments, and improve operational and administrative support processes.

Previously as a consultant, Mr. Surhigh used his analytical and financial management skills to provide litigation support to Fortune 500 defendants through major U.S. law firms. In this role, he created detailed economic damages models, analyzed and evaluated plaintiff economic damage calculations, and compared plaintiff evaluations with his own findings. These comparative evaluations were supported with depositions, testimony and other expert witness consulting.

From 1987 to 1991, Mr. Surhigh was a senior consultant with a Big Eight management consulting practice. He focused on improving the business performance of technology-based organizations through more effective project management and capital investment. His assignments included leading the installation and customization of an ERP application and managing numerous technology deployment programs.

Mr. Surhigh has an MBA with distinction from The University of Michigan where he focused on finance and entrepreneurial management. Mr. Surhigh also holds a BS in computer science from Michigan State University. He has completed additional course work focused on leading organizational change at The University of Michigan Executive Education Center.

Throughout his career, Mr. Surhigh has served on various governance boards and strategic and operational committees for private and not-for-profit organizations in Michigan.