

# Thom McLeod

Founder and Managing Director



As a consultant and executive, Thom has personally advised dozens of senior executives around the world on issues ranging from strategic sourcing and supply chain to strategy and change management. His track record of bottom-line results for clients across many industries from aerospace, private equity, and IT services is valued in the billions of dollars. His significant clients include United Technologies, BP, Micron Technology, Hertz, TRW, Trinseo, KKR, Clayton Dubilier & Rice, TPG, and Bain Capital.

Prior to founding Tenzing Consulting, Thom was a vice president at FreeMarkets and part of the early executive leadership team. FreeMarkets pioneered “e-auctions” and revolutionized 21st century procurement. His leadership was instrumental in growing the company from \$1 million in 1998 to nearly \$200 million in 2001 which clearly established FreeMarkets as the leading global business-to-business e-marketplace. During that time, he developed the company’s core market making and strategic account management capabilities, established a market-entry footprint in both Europe and Asia, created their consulting practice, and established the company’s first strategic alliances with external consulting firms. FreeMarkets was acquired by Ariba in 2004.

Thom began his consulting career at Gemini Consulting in 1988 where, by 1995, he was a vice president and led Gemini’s analysis and design practice based in Munich, Germany. He was also a principal at A. T. Kearney from 1996 to 1998 where he served in their strategic sourcing and supply chain practice leading major change programs most notably for United Technologies.

Thom has a BA in Economics from the University of Virginia and an MBA in Quantitative Analysis from The College of William and Mary. His philanthropic leadership included having served six years on the Board of Trustees of the Sewickley Academy, an local independent school, and he has served fourteen years serves as a Trustee of The Laughlin Children’s Center which provides educational and developmental support to local children. Thom is also an instrument-rated private pilot and resides near Pittsburgh, Pennsylvania.