

## Biography

Eastern Illinois University

Lumpkin College of Business  
and Applied Sciences

School of Business



**Jane A. Lockett**

Senior Vice President, Customer Operations  
ConnectEdu

Retired, Consulting Principal for  
IBM Global Services

Fall 2008  
Executive-in-Residence

Jane Lockett is Senior Vice President of Customer Operations for ConnectEdu. She previously served as Senior Vice President of Professional Services for Schoolnet, Inc. She was hired by Schoolnet, Inc. following her retirement from IBM Business Consulting Services where she had served as a Consulting Principal in IBM Global Services, Business Consulting Services, Customer Relationship Management area, specializing in Public Sector, Education. She provided marketing and sales leadership to the entire IBM Education organization from Research and Development, to Sales and Distribution to support the Public Sector, Education and Government business. Current metrics for her consulting practice are: staff salaries \$5M, revenue \$15M. In addition, she was responsible for Global Education Strategy and Business Development targets exceeding \$150M.

Lockett is a certified Consulting Principal with IBM management training. During 2001, she led in the development of the education data warehouse market-space. Under her leadership, services revenues grew from \$100,000 in 1998 to \$13M in 2000. She has managed a consulting practice of thirty consultants, project managers, and information technology architects; her entire practice was focused on the education industry.

Lockett received both her B.S. and M.S. in Business and Education from Eastern Illinois University. Prior to working for IBM, she consulted for five years with other computer corporations, as well as National and State Professional organizations supporting the public sector. She consulted part-time while teaching full-time. During her eleven-year tenure as a teacher in Illinois, she served as chief negotiating officer for four years representing her local teachers' association while teaching at Arcola High School.

## Monday, September 29, 2008 (cont'd)

- 1:30 Dean Diane Hoadley, LH 4800
- 2:30 Campus Tour with Ms. Jackie Joines
- 4:00-5:15 MBA 5670, Management Information Systems with Dr. Norm Garrett, LH 2041
- 5:15 Tour of Lumpkin Hall with Ms. Toni Smith
- 7:00 Dinner with Dr. Julie Chadd & Business Education Honor Society, Klehm Hall 1418

## Tuesday, September 30, 2008

- 8:00 Breakfast with School of Business Faculty
- 9:30 MIS 2000, Introduction to Information Systems & Logic with Ms. Vicki Hampton, LH 2041
- 11:35-12:15 BUS 4360, Strategy & Policy with Dr. David Boggs, LH 1041
- 12:30-1:15 BUS 4360, Strategy & Policy with Dr. David Boggs, LH 1041
- 1:25-2:30 Lunch with School of Business Faculty Lumpkin Hall Atrium
- 3:00 Dr. Cheryl Noll, Interim Chair, School of Business
- 4:00 MBA Roundtable with MBA Students, LH 3011
- 5:00 Dinner with School of Business Faculty
- 7:00 **Open Presentation: Executive Management 101 Roberson Auditorium, Lumpkin Hall 2030**

## Wednesday, October 1, 2008

- 8:30 Breakfast with School of Business Faculty
- 10:00 MIS 4600, Special Topics in Management Information Systems with Dr. Norm Garrett, LH 1040