



FRONTIER ASSOCIATES, INC.  
MANAGEMENT CONSULTANTS



**IVAN M. ROSENBERG**, the President and CEO of Frontier Associates, Inc., has over 30 years experience as a management consultant and change agent, supporting organizations in which the leadership is committed to achieving breakthrough results in organizational performance.

He received Bachelor and Masters degrees in Electrical Engineering and Computer Science from Cornell University and M.S. and Ph.D. degrees in Management from the University of Rochester. While an assistant professor at Rochester Institute of Technology and CalPoly San Luis Obispo, he assisted a variety of organizations, including the State of California, in improving business IT systems.

In 1981, Dr. Rosenberg founded Distinctive Solutions Corporation, which develops commercial finance software for banks and other financial institutions. Under his leadership, the company raised over \$5 million in venture capital, and became a national leader in its field. After 25 years of operation, the company was sold in 2006.

After being elected Chairman of the Board of Distinctive Solutions Corporation in 1988, Dr. Rosenberg became Vice President of E.K. Williams & Co., at the time the world's largest small business accounting and consulting company. During his years with the company he led the implementation of a complete company culture change, resulting in returning the company to profitability and the establishment of effective internal management and production systems.

With Frontier Associates, Dr. Rosenberg consults with companies to produce sales, efficiency, and profitability results far beyond what might be predictable by past performance. His engagements include organizational culture changes, strategic planning, breakthrough problem solving, innovative sales training, and working with senior executives in a one-on-one coaching relationship. His clients include Amgen, Microsoft, NASA Jet Propulsion Laboratory, Johnson & Johnson, Good Samaritan Hospital, Deluxe Laboratories, NASA Langley Research Center, NASA Goddard Space Flight Center, qLogic Corporation, Viewsonic, the W.M. Keck Observatory, the Gemini Observatory, the Canada-France-Hawaii Telescope, the Space Telescope Science Institute, the Giant Magellan Telescope, Ball Aerospace & Technologies Corp., the ALMA telescope, and Warner Bros. He has directly consulted 19 robotic space missions. Dr. Rosenberg is a highly-rated public speaker and the author of over 130 published articles.

In 2010 Dr. Rosenberg co-founded The Aerospace & Defense Forum, which has grown to over 540 members and two chapters. He served on the City Council and the Planning Commission of the City of Morro Bay. In addition to Distinctive Solutions Corporation, his Board membership has included Legacy Software, Inc. (NASDAQ, subsequently merged), Interex (the international Hewlett-Packard users group), the non-profit Technology for Results in Elementary Education, the Association for Strategic Planning, The Country School, the Los Angeles Venture Association (LAVA), the Southern California Chapter of the Institute for Management Consultants, and California Wildlife Center. In 1996-7 he was President of LAVA and in 2006-7 was President of a local council of the Boy Scouts of America. Currently he serves on the Board of CyberNet Communications, Inc.