

# PROFESSIONAL PROFILE

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Jim Beall

President & CEO,  
The Plan Consulting Group

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Education:

Bachelor of Science  
Marketing and Finance  
Indiana University (1989)

Finance for Non-Financial Mgrs.  
Stanford University (1999)

Mr. Beall has over 30 years of experience in the consulting and facilities services industry and brings strong client relationship practices to ensure all initiatives deliver value added services to our demanding marketplace. Mr. Beall held a variety of senior management and business development positions with Premier, FTI Consulting, CB Richard Ellis, EMCOR Group, and Johnson Controls.

Mr. Beall is responsible for the development and execution of the consulting and program implementation offerings and the integration of operations as it relates to healthcare and corporate clients. He personally facilitates development of the client relationships and internal consulting resources as well as overall P&L responsibility for the global operation.

Mr. Beall has been involved in the development of strategies for CBRE, Trane, Kraft Foods, Lear, Cummins and several other Fortune 1000 companies.

Mr. Beall speaks frequently on the topics of sales, marketing, facilities management and overall performance management. Some highlights include presenting at the Strategic Account Management Association on "Developing Strategic Alliances", at Trade Line's Technology Strategies for Facility Management event and their Wireless Technology in Facilities Management event.

## AWARDS / Accomplishments

Mr. Beall has received various awards and recognition such as:

- National Industrial Energy Award - U.S. Department of Energy
- President's Award - Bristol Myers Squibb
- Chairman's Merit Award - Johnson Controls
- Green Business Works Expo., Presenter
- How to Design & Implement a Strategic Energy Program, 2010
- IU MBA Academic Academy, Judge
- Sustainability in Indiana Case Competition, 2010
- Group mentor for 1st year MBA students, 2009-Present
- Strategic Account Mgmt. Assoc., Presenter
- Developing Strategic Alliances, 2004
- Trade Line, Presenter
- Wireless Technology in Facilities Mgmt., 2001
- Technology Strategies for Facility Mgmt., 2002
- US Department of Energy, National Industrial Energy Award, 1995
- Bristol Myers Squibb, Presidents Award, 1995
- Johnson Controls Chairman's Merit Award, 1995 & 1996
- Johnson Controls "Top Gun" Sales Award, 1997