## Chapter XVII

# Marty Luffy
## Installed Building Products

*Together to serve you better,*

My name is **Marty Luffy**. I am currently the chief information officer at Installed Building Products.

## Personal History

I was born and raised in Pittsburgh, Pennsylvania. I grew up in Pittsburgh and Columbus, Ohio. I attended Purdue University on a Naval Reserve Officers Training Corp (NROTC) scholarship, where I obtained a Bachelor of Science in industrial management (combination engineering and business degree). After several years experience working for Andersen and KPMG, I decided to attend night school at the University of Dayton for my MBA. I am a certified public accountant, and have many other professional certifications, including certified information systems auditor (CISA), certified data processor (CDP), certified systems manager (CSM), and certified production and inventory manager (CPIM).

I have worked for many employers in consulting, hardware, and software, as well as real estate businesses. These companies have included Andersen Consulting, KPMG Peat Marwick, Strategic Technology Integrators, Tandem Computers, Synon Software, Sterling Software, Exodus Communications/Cable and Wireless, and my

current company, Installed Building Products. In these organizations, I have held various positions, from staff consultant to regional vice president to chief information officer.

I was at Andersen for approximately 5 years as staff and senior consultant. My responsibilities while at Andersen were mainly centered on systems development projects in exotic places like Plainfield, New Jersey, and Parkersburg, West Virginia. While at Andersen Consulting, I initially worked as a developer in the assembly and COBOL programming languages and after that performed systems analysis, design, project planning, proposal writing, and project management duties. In addition to beginning my career, learning methodology, and understanding the general business environment, my major accomplishments while at Andersen included the development of an IRA/Keogh system for a large local Savings & Loan and the modification and implementation of an order entry, inventory, and manufacturing system.

At KPMG Peat Marwick, I served as a manager and senior manager for approximately 5 years and I joined KPMG in order to help build and grow their Columbus, Ohio, consulting business. I was involved in helping to hire and train personnel, developed new consulting business in the Central Ohio region, and served the audit team as the primary person responsible for the review of audit clients in the systems controls area.

After a short 2-year foray into the real estate development business, I started my own consulting company (Strategic Technology Integrators), where my primary client became Tandem Computers. I eventually sold this consulting business to Tandem Computers, where I served as the general manager, Worldwide of Tandem Consulting Services for the America's and later as the managing director of the systems integration business on a world wide basis. While at Tandem, I was involved in managing teams that worked on the recovery of several significant projects and was also responsible for working with several large banking organizations in the creation, development, and implementation of one of the first large scale Web-based payment processing management systems.

As Tandem aligned the business for sale to Compaq computers, I moved to Synon Software, later Sterling Software, as vice president, Central Region. Based in Chicago, I oversaw the personnel in the major Central U.S. markets that supported the creation, development, and implementation of systems solutions utilizing the diverse and complex set of systems development tools created and supported by Synon.

After Synon was sold to Sterling Software, I joined Exodus Communications and held many positions of increasing scope and responsibility, including the senior vice president of the Central and Southeast North American regions. While at Exodus and during a period of over 40% growth for multiple consecutive quarters, I was responsible for the build-out and operation of several large scale Web hosting facilities (over 100,000 square feet each) and the professional services staff that assisted customers in the build-out of network, systems, and operations infrastructure. My

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