

DeRoche Consulting Group

Selected public-sector projects

For a \$20 million educational investment fund

- Led project to redesign the strategy of an organization that funds start-up educational ventures, including charter schools, technology companies, and other ventures designed to improve educational outcomes for disadvantaged students.

For a cutting-edge “blended learning” charter high school

- Developed business plan and financial model designed to guide organization through growth phase from one school to six schools and from \$2 million in annual revenue to \$12 million.

For \$1 billion education foundation

- Managed project to identify and recognize public school districts improving achievement of minority students. Oversaw team of Ph.D. statisticians in regression analysis of student achievement data from all U.S. school districts. Presented findings to jury of sitting governors, US cabinet members, and former Fortune 100 CEOs.

For a multimillion-dollar political campaign

- Led effort to craft messages for the successful LA United campaign to defeat the proposed secession of the San Fernando Valley from the City of Los Angeles. Coached LA City Council members and other community leaders. Wrote speeches and opinion pieces for former Los Angeles Mayor Dick Riordan.

For a Third World virtual university operated by the World Bank

- Identified best practices at private-sector and public-sector virtual universities in the U.S. and Latin America and recommended strategies for spinning off the organization from the World Bank.

For a \$5 billion public school district

- Led cross-functional team of 15 to implement innovative changes to school maintenance services, achieving 25% increase in jobs completed and 30% drop in response time. Designed and implemented maintenance training program for all school custodians.
- Led cross-functional team in effort to redesign health and human services for students at year-round schools.

For \$60 million charter school management organization (CMO)

- For the Board of Directors, made recommendations on restructuring the board and changing management structure based on needs of organization growing at 70% annual rate. Led evaluation of opportunities for national expansion.

- For senior management, led cross-functional team in redesign of all performance management systems, including employee evaluations, incentive pay policies, and dashboards of operational metrics.