
MEET OUR LEADER (HEAD GURU)

DAN KELLY

Founder & President

Our Founder and President Dan Kelly has over 12 years of advanced negotiation and strategic sourcing experience within both the public and private sectors. He is recognized as an IT Sourcing Senior Expert by industry experts and leading management consulting firms.

After leaving the FBI, Dan has supported Cargill, Syngenta and MTS Systems in various capacities, ranging from Senior Project Specialist to the Global Head of Indirect Procurement all within the span of 5 years.

Today Dan leads a team of Senior IT Sourcing Experts that provide industry leading IT Contract Negotiation services for our multinational client base. Our clients engage us to source, negotiate, and manage highly complex IT contracts/transactions/suppliers that require deep business understanding and senior expert negotiation skills.

Dan's Experience:

IT Sourcing - **Federal Bureau of Investigation (FBI) | Cargill | Syngenta**

Global Head of Indirect Procurement - **MTS Systems Corporation**

Board Member - **Metropolitan Airports Commission's Traveler Advisory Committee**

Founder and President - **The Negotiator Guru**

