



2432 Bemel Rd., Suite 203, State College, PA 16803 - Phone 888-KETCHYC - Fax 814-355-1323 - KETCHConsulting.com

Edward “Ted” Brown III, CBCP, CBCV, MBCI



Ted Brown, CBCP, CBCV, MBCI President & CEO of KETCHConsulting, is a recognized business continuity industry leader whose tireless efforts have dramatically increased the visibility of Business Continuity and Disaster Recovery nationwide and globally.

As one of IBM's first business continuity and recovery services' (BCRS) executives, Brown led its growth from zero revenue in 1989 to half a billion dollars in 1998. Brown went on to become IBM's Eastern Regional Manager for its BCRS division and National Finance Industry Business Unit Manager, before retiring in 1998 to become a Vice President at Strohl Systems, the leading provider of business continuity software.

With 51 years in technology, Brown has contributed 31 years of experience to the business continuity industry. At various times, he has provided his expertise to the sales, consulting, and service delivery aspects of the industry. He has led the development of hundreds of unique DR and BCP plans and actual recoveries. He has worked with many industries including finance with such clients as State Employees Credit Union of Maryland, their CUSO S3, and Members1ST Credit Union. As a Certified Business Continuity Professional, Brown has shared his experience and expertise through published articles and lectures to thousands of business continuity and disaster recovery professionals. His lectures have been featured at CPM, CI, DRJ, CA World, EPICC, DVDRIEG, MADRA, Summit, BOMA, COMMON, DPMA, Survive, DRIE, CPE, ACP, NEDRIX, and 7x24 in North America, plus Australia and Malaysia.

From the beginning, Ted Brown has been a leading proponent of work group recovery, voice recovery, electronic vaulting, and non-IT business continuity. He has personally influenced many facets of the business continuity process including evaluating alternatives, implementing those alternatives, and ground zero recoveries. He also offered a great deal of time and personal assistance during the long effort to reconstruct the U.S. Virgin Islands, including the only clinic, after Hurricane Marilyn.

Uniquely qualified in the development of hot site and alternate site solutions, Brown developed and delivered an internationally acclaimed white paper and presentation titled “How to Negotiate a Hot Site,” benefitting thousands of organizations. He has also developed presentations on “Long Term Recovery



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Strategies” featuring dozens of alternatives. Subsequently, Brown presented to a special gathering of business continuity professionals including representatives from IBM, Schlumberger, and SunGard. Additionally, he has developed a module for selling business continuity to upper management.

In November of 2007, KETCHConsulting was inducted into the Contingency Planning & Management Hall of Fame. In 2002, Ted, as an individual, was elected to the Contingency Planning & Management Hall of Fame along with Rudy Giuliani. The Hall of Fame recognizes leading contributors to Business Continuity. In February of 2017, Ted was recognized with a Lifetime Achievement Award AND Consultant of the Year Award by the Disaster Recovery Institute International. No one person has ever received both these awards.

Almost 16 years ago, Mr. Brown formed a BC and DR Consulting firm: KETCHConsulting. KETCHConsulting is unique in that they execute BC and DR consulting: performing BIAs, developing Business Continuity and DR plans, conducting Risk Assessment & Mitigation engagements, and providing Business Continuity Education. They are also unique in that all are certified (CBCP, MBCP or MBCI) and most KETCHConsultants have actual RECOVERY experience. Furthermore, they provide unique offerings like Hot Site Negotiation, long-term recovery strategies, and Tabletop exercises.

- Brown, a graduate of The Pennsylvania State University, lives in central Pennsylvania and is recognized for his contribution to his community, including the Chamber of Commerce, adult literacy, and special needs services. **Most unique is that Ted Brown is an elected member of the Penn State Board of Trustees. He is founder and Chair of the Risk sub-committee, and Vice Chair of the Audit and Risk Committee. He was elected by Alumni in 2013 following the mis-handling of the Jerry Sandusky scandal, and re-elected in 2016, and 2019.**

REFERENCES – TED BROWN

- **Dr. Orville Kean, President, the University of the Virgin Islands**
- **Leo Francis, Director of Facilities, University of the Virgin Islands**
- **Mark Lewis, IBM Business Continuity Executive, Retired**



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- **Rudy Guiliani, NYC Mayor, recipient of CPM Hall of Fame with Mr. Brown**
- **Peter Briggs, President ADS**
- **Chris Ruhalter, General Manager Technical Office, Maersk Shipping**
- **Andrew Witter, Former Owner and Publisher, CP&M**
- **John Chambers, President & CEO, Cisco Systems**
- **Peter Classen, CEO of Corporate Banking, PNC**

