

SPEAKER ONE-SHEET

Matt Francis

Co-Founder & CEO, Herd AI · Author of *All In?*

**AI that ships. Transformation that sticks.
A story worth telling.**



\$2B+

Sold and delivered

25+ yrs

Enterprise tech leadership

\$400M

P&L owned at IBM

CTA · DE

Salesforce CTA, former IBM DE

SIGNATURE TALKS

01 · ARTIFICIAL INTELLIGENCE

Pilots don't pay. Outcomes do.

How to turn AI from slideware into work that runs in production and moves the P&L.

Best for: Executive teams, CIO/CTO forums, partner and industry summits

02 · TRANSFORMATION

Transformation is a leadership decision.

Why big programs miss, how to build teams that deliver, and how to tie technology to growth.

Best for: Leadership offsites, consulting and partner events

03 · THE BOOK

All In? The climb, the code and what matters.

A candid talk on technical depth as the source of leadership, resilience and going all in.

Best for: Author events, universities, ERGs, leadership programs

BIO

Matt Francis is Co-Founder & CEO of Herd AI and author of the memoir *All In? A Salesforce Certified Technical Architect and former IBM Distinguished Engineer, he led IBM's \$400M+ Salesforce Americas practice as practice leader and CTO, and earlier owned a \$240M P&L as a Capgemini practice leader. Over 25+ years he has sold and delivered more than \$2B in enterprise transformation, mentored 13 IBM professionals to CTA certification, and now builds AI-native software that turns signals into action. He is based in Atlanta.*

FORMATS

- Keynote (30–60 min)
- Fireside chat or panel
- Executive workshop (half or full day)
- Author talk and signing
- Virtual session, webinar or podcast
- University guest lecture

In person or virtual. Based in Atlanta and available to travel.

Book Matt to speak

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