

# The Difference Is...

## Steve Epner, CSP

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Steve is Founder of the Brown Smith Wallace Consulting Group. During his 40+ year career, he has built a reputation for assisting clients with the integration of strategic business planning, information systems and tactical requirements. He has also become a highly regarded industry expert.

Steve helps his clients develop, implement and fine-tune plans that will enable them to achieve their stated objectives and position their businesses for strategic life cycles.

He has had experience with:

- Technically qualified business systems consultant who can deal with executives and managers at all levels within the organization.
- Strategic business planning specialist serving the needs of domestic and international clients.
- Marketing and business acquisition professional who provides extensive data management support services to public and private clients.
- Expertise in systems planning, design, development, implementation, maintenance and training.
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Steve earned a Bachelor of Science degree in computer science and a Master of Science degree in technology from Purdue University. Additionally, he is the Innovator in Residence at Saint Louis University. He pioneered in early on-line systems and database environments and selected and implemented one of the first voice recognition systems in the United States.

In addition, Steve has published more than 800 articles in major business and trade publications. He has been quoted in the national business press, including the *Wall Street Journal*, and has authored or contributed to eight books:

- The Millennium Strategies Workbook (author)
- Distribution Executive's Answer Book (author)
- Electronic Commerce for Distribution Channels (co-author)
- The Secret of Successful Boards (contributor)
- The Secrets of Successful Fundraising (contributor)
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He is the founder and past president of the Independent Computer Consultants Association, a founding member of the EDI Coalition of Associations, and a member of the National Speakers Association (NSA) – Gateway Chapter. In 2000, the NSA awarded Steve the Certified Speaking Professional (CSP) designation.