

Carlos Galarce



Chief Operating Officer

Carlos Galarce joined TriNet in December 2009 and currently serves as its chief operating officer. In this role, Galarce is responsible for operations, information technology and enterprise project management. Galarce's first priorities include the acceleration of the company's migration process since closing its acquisition of Florida-based Gevity in June, as well as the advancement of the company's people, process and technology platforms for the first-class delivery of services to clients.

Prior to TriNet, Galarce was most recently the managing partner of Santiago Partners, a management and operational consultancy for private equity-owned companies. There, on behalf of a client company, he managed the integration of a newly acquired business division into the operating company with a strategy that drove the growth of the division revenues from \$12 million to \$36 million in one year. He previously served as CIO and Chief Administration Officer for Infor Global Solutions, a software company whose revenue grew from \$20 million in 2002 to more than \$2.4 billion in 2008.

Galarce also served as CIO, head of Real Estate and head of Acquisition Integration of SSA Global Technologies, where he was instrumental in the execution of taking SSA public in May 2005 and subsequently selling SSA to Infor in July 2006. At the time of the sale, SSA had a turnover of \$780 million. Galarce led due diligence efforts for a portfolio of companies of more than \$300 million in acquired price. Before SSA,

he spent over 4 years as CIO of APAC Customer Services, a market leader in outsourced call center services and business process outsourcing. He's also held various technology management roles at Sears Roebuck & Company, ADP and EDS.

Galarce has a bachelor's degree in computer science from The University of Michigan and a master's in computer science from Wayne State University. He has also completed the Executive Development Program at Northwestern University's Kellogg Graduate School of Business.

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