



Deborah (Deb) Mills-Scofield

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Ms. Deb Mills-Scofield has her own consultancy helping organizations create and implement highly actionable, measurable, adaptable and profitable strategic plans that also create a culture of (open) innovation. Additionally, Deb is a Partner at Glengary LLC, an early-stage Venture Capital firm in Cleveland, Ohio. Deb has 20+ years of experience in strategic planning, execution and innovation with manufacturing, service and high-technology companies from large global companies to early-stage. She has also been involved in several carve-outs and start-ups, including her own. Deb is a co-creator of the book *Business Model Generation* by Alex Osterwalder and a contributor to Steve Denning's book, *The Leader's Guide to Radical Management: Reinventing the Workplace for the 21st Century*.



Deb is a graduate of Brown University (1982), completing her degree in three years. She helped create the [Cognitive Science](#) concentration at Brown, one of the first undergraduate programs of its kind in the country at that time. After graduation, Deb went to AT&T Bell Labs to design an integrated multimedia messaging service for which she holds a patent that was awarded one of top revenue generating patents of AT&T/Lucent. She was instrumental in getting AT&T to recognize and embrace the Internet's impact, working with AT&T's executive team to create AT&T's entrée into that new market. Deb spearheaded AT&T's Internet and E-commerce strategies, business plans and execution, including an AT&T "Carve-Out Startup" known as AT&T WorldNet[®] Services and is formerly Director of Internet Public Policy at AT&T.

Deb is active at [Lake Ridge Academy](#), where her children attend. She also is involved in several activities mentoring entrepreneurs in Northeast Ohio and through her alma mater via the [Brown University Entrepreneurship Program](#), [Brown's Women's Launch Pad Program](#) and Alumni Career Mentoring. She has taught in the University of Pittsburgh's Katz School of Business Institute for Entrepreneurial Excellence Fellows Program and at CWRU's Weatherhead School of Management. She is a Global Fellow, member of the Advisory Group, and Strategy Team member at Baldwin-Wallace College's [Center for Innovation and Growth](#), helping create and lead several of the innovation and leadership programs and involving Student Fellows for hands-on experience in Glengary's due diligence. Deb has led workshops and spoken at several Innovation and Open Innovation conferences. As part of her consulting practice, Deb asks her clients to match and donate 10% of her fee to improve lives in the surrounding community and mentor and/or assist an entrepreneur where and when appropriate. Deb also Micro-Volunteers at [The Extraordinaires](http://app.beextra.org) (<http://app.beextra.org>)

She resides in Oberlin, Ohio with her husband, a Physics professor at Oberlin College doing research in energy and sustainability, and their two children. When not in Oberlin, you may find her on the coast of Maine, keeping track of the tides.

Links: Twitter @dscotland, www.glengaryllc.com; <http://linkd.in/62MA4C>, www.innovanomics.com