2018 Account Planning
RM contribution

Relationship Name: Dzialga
Banker Team: Stewart Oldfield
GCIS Number: ███████████
Relationship Team:

ISG: Brian Harrington
DPM:
KCP: Tazia Smith
Lending:
Trust/Custody:
WPS:
Deposits: Stewart Oldfield
Other:

Client Profile
Mark Dzialga serves as Co-Chairman of General Atlantic's Investment
Committee, managing all of the firm's global investment activities. He also
serves on the firm's Executive Committee. Mark was instrumental in building
out GA's Business Services and Healthcare sectors, developing global
strategy and insight for each and leading numerous GA investments including
Genpact, Schaller Anderson and Emdeon.Mark is currently a director of
Aimbridge Hospitality, Citco, CLEAResult, Mu Sigma, EN Engineering, and GIS,
and has been a director of public and private GA investments including
Genpact, Emdeon, Exult, Daksh, Talus, MultiPlan, UPromise, Schaller
Anderson, Network Solutions and Webloyalty.
Before joining GA in 1998, Mark was co-head of the High Technology Merger
Group at Goldman Sachs, where he advised many of the firm's technology
clients on mergers, acquisitions and restructurings.Mark holds a B.S. degree
from Canisius College and an M.B.A. from the Columbia Business School. He
serves on the Columbia Business School Board of Overseers as well as the
Board of Trustees for the Brunswick School in Greenwich, Connecticut.
This relationship was established and by banker Stewart Oldfield in June
2014 where Mark Dzialga currently has a KCP account with a market value of
$172. The primary contact for this relationship is Mark Dzialga.

Opportunities and Challenges
{Please add a narrative on the client here, based on what you know and your
relationship which could include any or all of the below which is meant to
be a guide}
[Type here]
What are the key opportunities to grow the relationship?
What are the Customer's financial objectives?
What issues and/or challenges is the Customer facing?
What are the key roadblocks to giving DB more business?

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