

Tony Marshall – BIO



Tony Marshall serves as the Managing Partner at Yin Yang Export Import, where he oversees the Organizational Development and Management Revitalization teams. In his role, he strategically plans and manages the international and domestic flow of goods, negotiating export and import relationships. Tony is adept at preparing essential documents, such as letters of credit, bills of lading, license agreements, and other correspondence, ensuring compliance with tariffs and customs regulations.

As a liaison between agents, brokers, banks, shippers, and warehouse facilities, Tony plays a crucial role in fostering business growth. He also collaborates with state and local governments to capitalize on new business opportunities.

With extensive experience in leadership roles during critical transition phases, Tony has excelled in business development, political lobbying, sales strategy, hiring practices, budget reductions, business plan development, and implementing effective management processes. His achievements include establishing business partnerships that resulted in over \$600 million in new business.

Over the last 15 years, Tony led the sales efforts to launch several new e-commerce business lines in the federal and commercial marketplace. He spearheaded the software development and integration project for Zegato's client-server software product, PerDiemAzing, leading to a significant business partnership and the current EDS/HP Federally mandated e-Travel contract.

With 27 years of experience in providing information technology solutions, Tony possesses in-depth knowledge of information system technology, federal and corporate business management, accounting systems, and associated procurement processes. His expertise extends to financial management, where he has successfully handled multi-fund budgets ranging from \$10 million to \$100 million, demonstrating proficiency in financial forecasting, resource allocation, fund management, and control.

In the Federal government travel management business line, Tony innovatively developed new business administrative management processes, resulting in a 30% increase in cost savings, cash flow generation for the Federal Government, improved staff morale, and increased client confidence. He has played a pivotal role in raising over \$10 million in venture capital for various startup initiatives and joint ventures.

Tony Marshall holds a Bachelor of Science degree from Oakwood University, a distinguished Historically Black College and University (HBCU) alumnus. He furthered his education by earning

an MBA in Business Administration and Sales from The Wharton School of the University of Pennsylvania.