



Megan Heinze

www.linkedin.com/in/meganheinze

BOARD EXPERIENCE

Bridgeway Benefits Technology

Strategic Growth & Audit Committee | Board Member

IDEMIA America Corp.

President | Board Member

IDEMIA Canada, Inc.

CEO & President | Board Member

Oberthur Technologies of America Holding, Inc.

President | Board Member

Littleford Brothers

Audit Chair | Board Member

Innovative Executive Change Agent & Board Member that Transforms Companies to Grow Revenue & EBITDA

Megan Heinze is a corporate board director and executive change catalyst recognized for leveraging a broad background and extensive national and international experience to support innovation, growth and business culture transformation. With 20+ years of experience in developing corporate strategy, high performance organizations and innovative solutions, she has an established reputation of developing business acumen, corporate focus and sense of purpose within the organization to achieve operational excellence and resource efficiency. She is a trusted executive partner in collaborating with global corporate leadership to identify opportunity, provide counsel, and align resources and objectives. As a Corporate Board member, she has helped companies transform to high growth and EBITDA.

Ms. Heinze has repeated success creating **company-first digital**, mobile, payment, **e-commerce**, and POS solutions. Additional expertise in B2B sales, direct to consumer solutions, enterprise-wide portfolio management, investment decisioning, resource planning, and general management with **P&L budgets up to \$1.6B**, direct team members: 1200+ and cross management team 4800+.

As President of IDEMIA Payment Services, North America, Ms. Heinze **transformed the region** from lackluster performance to high performance by establishing a multi-year North Star strategy encompassing financial impact, operational changes, **global supply chain, manufacturing expansion**, people, processes, and technology. Leading a division with over 1200 team members and generating \$400M+ in revenue, she **doubled revenue and tripled EBITDA** in four years. Her leadership was recognized with several awards, including the 2020 Global President's Award and the 2018 IDEMIA Global Outstanding Achievement Award.

Throughout her career, she has demonstrated a mix of sales and operations orientation, critical for **driving both top-line growth and operational efficiency**. At TSYS, as Chief Revenue Officer of Merchant Acquiring, she led a global P&L of \$1.6B, optimizing gross margins and increasing sales through innovative solutions such as mobile POS capabilities. Similarly, at U.S. Bank, as Senior Vice President and General Manager of US Bank Payment Solutions & Partner Channels, she revolutionized go-to-market strategies, tripling new business revenue and significantly enhancing branch merchant acceptance capabilities.

Ms. Heinze is passionate about people, education, technology, innovation and eliminating the digital divide and serves on the Executive Board of Directors as Secretary for the Technology Association of Georgia. She is dedicated to using her experience to broaden access to leadership and technology education by supporting innovation, reducing barriers to entry, and building strong communities.

Ms. Heinze holds an MBA from Duke University, the Fuqua School of Business. She also holds a bachelor's degree in political science and a business certificate from Northwestern University. After graduating from Fuqua, she was certified in IT Strategy and Business Transformation from IBM. She has taken additional classes at the London School of Business, Fuqua School of Business and Chicago Booth School of Business to expand her knowledge and expertise. She currently resides in Metro Atlanta, Georgia.

224-216-3701

megan.w.heinze@gmail.com