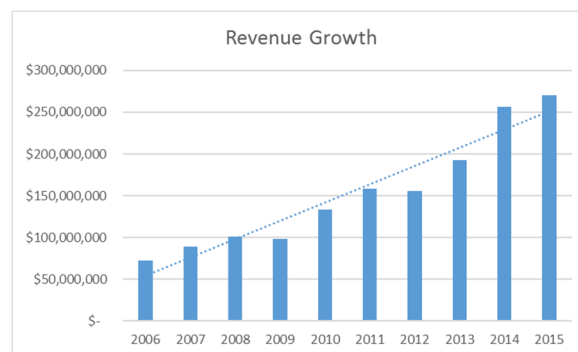


CAREER HIGHLIGHTS

STRATEGIC, OPERATIONAL, REVENUE & PROFIT PERFORMANCE

- **Revenue growth from \$50M to \$273M** as an Executive Team Leader at AdvizeX
- **Accelerated Revenue and Profit Growth to Created Shareholder Value** while navigating strategic change of ownership events and corporate restructuring including Merger, Private Equity ownership, Management Buyout, and Acquisition by a Public Company
- **Talent and Culture Growth** from 50 to 300+ employees at AdvizeX
- **Increased Profits 251% YOY growth** as Business Unit General Manager
- **Improved Customer Satisfaction and Quality** simultaneously growing services revenue at 37% CAGR
- **Turned around Unprofitable Business Unit from (\$250K) loss to \$1M in positive EBITDA**
- Startup of new Market segment vertical growing from **\$0 Revenue to deliver over \$100M in revenues**



Proven Track Record of Growth

EXECUTIVE LEADERSHIP COMPETANCIES

- | | |
|---|--|
| <ul style="list-style-type: none"> • Revenue and Profit Growth • Strategic Planning and Growth • Management of Key Performance Indicators (KPIs) • Growth Strategies – Organic and Acquisitive • Board of Directors Experience • P&L Management • Multimillion Dollar Budgets • Turnaround and Growth Strategies • Innovation Strategy • Technology • Process and Workflow Optimization • Performance Improvement • Operations | <ul style="list-style-type: none"> • Direct Sales, Channel and Alliance Sales • Supplier and Vender Relationships • New Business Development • Talent – Attract, Develop, Retain, Growth • Culture • Client Relationship Management • Marketing • Professional Services • Solutions Development • Market Assessment and GTM Strategy • Financial Management • Merger and Acquisition Integration |
|---|--|

EXECUTIVE HISTORY

<i>Vice President and General Manager</i>	<i>AdvizeX</i>	<i>2015-2016</i>
<i>Vice President of Operations</i>	<i>AdvizeX</i>	<i>2014-2015</i>
<i>Vice President of Professional Services</i>	<i>AdvizeX</i>	<i>2012-2014</i>
<i>Director of Midmarket East Sales</i>	<i>AdvizeX</i>	<i>2009-2012</i>
<i>Director of SLED/Government and Education Sales</i>	<i>AdvizeX</i>	<i>1999-2009</i>

EDUCATION

Harvard Business School – Executive Education Program - (2013)
 Babson College - Masters in Business Administration (MBA) - (2009)
 Worcester Polytechnic Institute - Bachelor Science (BS) Mechanical Engineering (1999)

CAREER HIGHLIGHTS

AdvizeX is a global provider of advanced technology solutions, AdvizeX designs and implements integrated technology solutions including applications, security, networking, data, and infrastructure. AdvizeX helps customers accelerate the adoption of new technologies including Cloud, Security, Mobility, and Big Data to create business advantage. With over 300 employees and 16 locations, AdvizeX generates annual revenues in excess of \$270MM. Change of Control and Strategic Equity events:

- 1999 – Roll up merger between Infoworld, Workgroup, and Titan to form AdvizeX under private equity ownership*
- 2005 – Corporate Restructuring and Management Buyout of AdvizeX from Private Equity Firms*
- 2012 – AdvizeX acquired by Rolta International*

Vice President and General Manager – AdvizeX - New England**2015-2016****Key Highlights:**

- 27% Revenue YOY Growth
- 251% EBITDA YOY Growth
- Highest Profit Business Unit in the Company
- Lead deal pursuit and closure on an \$8M Deal which was the largest deal in the company

Vice President of Operations – AdvizeX**2014-2015****Key Highlights:**

- Company Revenues growth of 33% YOY from \$192M to \$265M
- Completed post Acquisition Systems, People, and Process Integration
- Hired and on-boarded over 100 new employees to support Sales, Presales, and Services Revenue Growth
- Reduced employee turnover from 25% to less than 15%

Vice President of Professional Services Sales – AdvizeX**2012-2014****Key Highlights:**

- Presidents Club Winner
- Delivered Services Revenue growth at a CAGR of 37%
- Improved Customer Satisfaction and project Quality by Developing Service Catalogue, Services Tools, Process, and Templates and creation of PMO
- Improved Practice revenue and profitability managing KPIs and levers including Utilization, Bill Rates, Sales Pipeline Management, Backlog Management, and Staffing mix

Director Midmarket East Sales - AdvizeX**2009-2012****Key Highlights:**

- Presidents Club Winner
- Product Sales Revenues growth +349%; Services Revenues Growth +146%
- Improved Sales Rep Onboarding and Productivity by Developing Sales Process, Tools, and Templates
- Turned around Unprofitable Business Unit from (\$250K) loss to \$1M in EBITDA

Director of Government and Education/SLED Sales – AdvizeX**1999-2009****Key Highlights:**

- Develop SLED Vertical from Startup with \$0 Revenues to drive over \$100M in revenues
- Personally closed over and negotiated deals with over \$40M in Revenue
- #1 in company sales five consecutive years (2004-2008); Presidents Club Winner
- Delivered year over year revenue and profit growth every year

GLOBAL EXPERIENCE

Babson College	MBA - Concentration in Global Management (2009)
Babson College	Offshore Electives – China (2007), Russia (2008), and Africa (2009)
Worcester Polytechnic Institute	Offshore Interactive Qualifying Project – Puerto Rico (1998)

Global travel to all 7 continents and over 40 countries including Aruba, Argentina, Australia, Austria, Antarctica, Bahamas, Belgium, Bermuda, Canada, Chile, China, Costa Rica, Czech Republic, Denmark, Dominican Republic, England, France, French Polynesia - Tahiti, Bora Bora, Germany, Gibraltar, Grand Cayman, Greece, Hungary, Ireland, Iceland, Italy, Jamaica, Mexico, Nepal, Netherlands, Norway, Puerto Rico, Russia, Tanzania, Turks and Caicos, Turkey, Slovakia, Spain, Sweden, Switzerland.

BOARD OF DIRECTORS AND ADVISORY EXPERIENCE

AdvizeX Board of Directors – Secretary	2012 – 2016
EMC Partner Services Executive Advisory Council	2012-2014
HP Government and Education Partner Executive Advisory Council	2008-2009
VMware Partner Technology and Services Advisory Board	2012
Worcester Polytechnic Institute – Technical Advisory Network (TAN)	2016- Present
Babson College – Coaching for Leadership and Teamwork Program (CLTP)	2016- Present

PERSONAL INTERESTS, ACCOMPLISHMENTS

Mountaineering - Climbed the 7 Summits including Mount Everest, Aconcagua, Vinson Massif, Mount Elbrus, Kilimanjaro. Kosciuszko, Mount McKinley; Climbed 48x4000 Footers in White Mountains