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Accomplishments:

- Founded one of the nations first Software as a Service (SaaS) software companies
- Secured \$10.5 mm in Venture funds over 3 years
- Developed a web marketing program that generated over 700 prospects per month
- Lead team that designed a 25,000 square foot state of the art office facility from inception to occupancy in 7 months

Strengths:

- Strategic Planning
- Sales/Marketing
- Customer Services
- Budgeting/Financial Management
- Operations
- Development/IT

company offers a suite of products that provides SMB customers access to leading edge technology that scales as their business grows. The suite of products includes hosted Voice Over IP phones, business solutions such as Hosted MS Exchange, and an array of data center services including automated back ups, disaster recovery and managed services.

2007 – Present Logical Net, President & CEO

Logical Net a leading is an industry leading Information Technology company providing web based solutions for small to mid-sized businesses. The

2001-2007 Autotask-Founder, COO & President

Founded one of the nations first Software as a Service (SaaS) internet companies. Company sells web native software product to IT companies delivering outsourced managed services to over 1000 customers in 43 states and 8 foreign countries using an interactive tool that included Time management, Product management, Customer Relationship management, Resource management, HelpDesk, Billing and Contract management. Product sold as a monthly subscription to over 10,000 end users resulting in recurring revenue of \$4.8 mm in 2006. Direct reports included; Sales, Marketing, Finance, HR, Client Services, IT and Administration.

Developed web based marketing program that generated in excess of 700 online leads a month.

Secured \$10.5 mm in venture funding over three years.

Supervised the design and fit-up of a new 25,000 square foot facility moving from design to occupancy in 7 months.

Secured over \$475,000 in economic development grants.
Increased staff from 4 to over 75 in 4 years.

2000-2001 PowerAdz-VP National Advertising

Internet based online newspaper content publisher hosting 1700 local and regional websites. Created advertising programs that utilized web traffic (eyeballs) to support targeted advertising campaigns. Customers included Fortune 100 companies. Generated \$1 mm in revenue in first 6 months of operation.

1999-2000 PayMD-President of Healthcare Start Up

Developed business plan and financing model to finance a healthcare start up company offering real-time point of sale claims processing and data base management information system.

1998-1999 Consultant-Independent Business Consultant

Clients included insurance companies and early internet start ups.

1996-1998 United Correctional Managed Care-COO

Company focused on building and delivering outsourced specialty medical services to Statewide Prison Systems in NY, TN, CA, MI and GA. Expanded business from \$12 mm to \$60 mm in 18 months. Negotiated sale of company. P&L responsibility. Direct reports included Medical Review, Claims Processing, Sales, Training, Customer Support and Finance.

1995-1996 Consultant-Independent Healthcare Consultant

Various local and regional healthcare clients engaged in delivery of managed services through physician networks.

1985-1995 BCBS-COO of Upstate Division and SVP

P&L responsibility for \$5 billion health insurance business. Managed \$35 mm operating budget and supervised 1700 employees in Eastern Region. Direct reports included Finance, Sales, IT, Systems Engineering, Claims Processing and Customer Service. Oversaw the development of a 365,000 square foot facility and coordinated the move of 1000 jobs from NYC to Albany, NY.

1978-1985 McAuto (Division of McDonald Douglas Corp.)/Bradford National-

Various Management Positions including; Project Manager, Proposal Team Leader, Implementation Team Leader. Coordinated move of 600 employees from NYC to Albany, NY.

1973-1978 NYS DOH-Bureau Chief, Medicaid Management Information System

1973 MBA, University at Buffalo

1969-1971 Commissioned Officer US Army, Armored Cavalry, Korea