



FOUNDER'S
INVESTMENT BANKING



• IN THE HEART OF THE DEEP SOUTH •


Chateau Elan
WINERY & RESORT

LOOK
BOOK | '16



DEAR CEOS, FOUNDERS, LEADERS & FRIENDS:

We are thrilled that you have joined us and more than 80 of your peers for Silicon Y'all, our annual SaaS and Internet summit at Chateau Elan.

DURING THE SUMMIT WE WILL TALK ABOUT:

- Successful strategies for your company to expand internationally
- New trends in leverage now becoming available to technology companies
- Scaling a Software Sales Force
- The Power of Incentives to Drive Outcomes
- Renewals - The Ultimate Measure of a Great Business
- Utilizing acquisitions to increase valuation through arbitrage
- Pricing to keep customers happy while capturing maximum value

Our program is designed to listen to and tap the wisdom of this very special crowd. We plan on having a lot of fun along the way and hope you enjoy the Southern hospitality.

Cheers,

Zane Tarence
Founders Investment Banking
Technology Practice

FOUNDERS
INVESTMENT BANKING



GOLF

Few golf resorts possess the beauty and variety offered by Château Élan's 63 holes of championship golf. Each course, unique in character and design, challenges golfers of all levels of ability while entertaining their imaginations. Combined with unparalleled customer service, the environment at Château Élan will lend for a truly memorable golf experience.

SPA

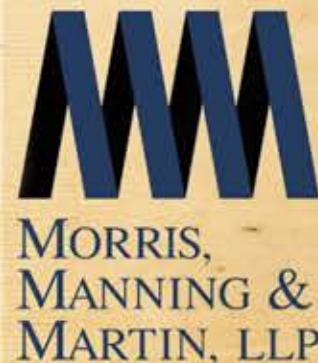
Celebrated as Atlanta's only spa destination experience for both women and men, the European-style Spa is nestled inside a 35,000 sq ft mansion overlooking a sparkling lake, canopied forest of trees, emerald green lawns and flowering shrubs. The Spa's interior is equally beguiling with a peaceful ambiance, elegant furnishings and all the amenities to promote utmost serenity and relaxation.

CULINARY STUDIO

The Culinary Studio is a beautiful 1,600 sq. ft. teaching kitchen located inside the Winery. The Culinary Studio is furnished with top tier Viking Range® appliances. Château Élan's international team of chefs bring their individual and cultural specialties to the kitchen as they educate guests through Public Cooking Classes, Saturday Demonstrations, Private Culinary Events, and Team Building Events.

SPORTING CLAYS

Located in beautiful North East Georgia, Etowah Valley is a safe and fun environment for experiencing the fastest growing shooting sport in the United States. This fully automated, 18 station course is fun and challenging for all levels of experience, with 100 targets designed for both beginner and expert. Golfing, but with shotguns!



AGENDA

MONDAY, OCTOBER 3

- 1:00 PM – 6:00 PM** **REGISTER AND REVEL** – Check in, relax, and enjoy Château Élan Winery & Resort's many offerings before the welcome reception
- 6:00 PM – 8:00 PM** **WELCOME RECEPTION AND DINNER** – Cocktails with dinner following on the Matisse Lawn
- 8:00 PM – 9:30 PM** **FIRESIDE CHATS** – A highlight every year; hear personal stories from entrepreneurs about successes and challenges in growing, recapping, and selling their companies

TUESDAY, OCTOBER 4

- 6:30 AM – 9:00 AM** Breakfast – Please use voucher in Welcome Packet based on activity choice
- 7:00 AM – 12:00 PM** **4TH ANNUAL GOLF SCRAMBLE** – Château Élan's championship golf course sponsored by **ATLAS** DIGITAL PARTNERS
- 7:00 AM – 12:00 PM** **SPORTING CLAY SHOOTOUT** – Breakfast in transit as we depart from hotel's front entrance, sponsored by **WELLS FARGO**
- 9:00 AM – 12:00 PM** **MORNING SPA SESSIONS** – Spa at Château Élan
- 10:30 AM – 12:30 PM** **COOKING SCHOOL** – Chef's class at winery Viking Culinary Studio
- 1:00 PM – 1:15 PM** Buffet lunch and opening remarks
- 1:15 PM – 3:15 PM** **INTERACTIVE KICKOFF** – Learn from fellow participants' successes and misses
- 3:15 PM – 4:00 PM** **BREAK**

AGENDA

TUESDAY, OCTOBER 13 (cont.)

- POD 1**
- 4:00 PM – 4:20 PM** **ACQUISITIONS FOR PRODUCT, CUSTOMER, AND GEOGRAPHIC EXPANSION**
- 4:20 PM – 4:40 PM** **THE INVISIBLE HAND** – The Power of Incentives to Drive Outcomes
- 4:40 PM – 5:00 PM** **BREAKOUT SESSIONS ON POD 1**
- POD 2**
- 5:00 PM – 5:20 PM** **THE STATE OF SEO AND CUSTOMER ACQUISITION**
- 5:20 PM – 5:40 PM** **RENEWALS** – The Ultimate Measure of a Great Business
- 5:40 PM – 6:00 PM** **BREAKOUT SESSIONS ON POD 2**
- 6:15 PM – 10:00 PM** **SOUTHERN BASH** – Relax with your peers while enjoying a Deep South barbeque
- 9:30 PM – Until** **SOCIALIZE AND NETWORK** – Connect with fellow attendees while enjoying one of the on-site bars and

WEDNESDAY, OCTOBER 5

- 8:00 AM – 9:00 AM** **WORKING BREAKFAST** – Enjoy a Southern breakfast buffet while discussing:
HOW EMERGING TECH COMPANIES CAN WIN BUSINESS WITH FORTUNE 500 CIOs
OPERATIONAL MODELING – The Necessity of Linking Tangible and Intangible Goals of Your Company Against Measurable KPIs for Benchmarking
- POD 3**
- 9:00 AM – 9:20 AM** **EMERGING DEBT OPTIONS** – Debt Availability for Tech Company Growth Initiatives
- 9:20 AM – 9:40 AM** **THE GOOD, THE BAD, THE UGLY** – Lessons from Scaling a Software Sales Force
- 9:40 AM – 10:00 AM** **BREAKOUT SESSIONS ON POD 3**

AGENDA

WEDNESDAY, OCTOBER 5 (cont.)

POD 4

- | | |
|---------------------|---|
| 10:00 AM - 10:20 AM | HITS AND MISSES – Case Studies of SaaS and Internet Deals |
| 10:20 AM - 11:00 AM | THE MINISTRY BRANDS STORY – Hear How a Billion Dollars in Value Was Created in Less Than Two Years |
| 11:00 AM - 11:15 AM | BREAKOUT SESSIONS ON POD 4 |
| 11:15 AM - 12:00 PM | CROWDSOURCING WISDOM - Your Top Questions Answered in Real-time |
| 12:00 PM - 12:15 PM | BREAK |
| 12:15 PM - 1:30 PM | INVESTOR PANEL LUNCH AND LEARN – Financial Investors Share Diligence Secrets, What They Are Looking for in Acquisitions, and Growth Strategies for Their Portfolio Companies - Ballast Point Ventures |
| 1:30 PM - 1:45 PM | CLOSING REMARKS |
| 2:00 PM - 5:00 PM | SHUTTLES AVAILABLE TO THE HARTSFIELD-JACKSON ATLANTA INTERNATIONAL AIRPORT |

Formal events and activities end at 1:45 PM Wednesday afternoon, but feel free to join many attendees who stay longer and continue to build relationships, exchange ideas, and enjoy the natural and cultural beauty of the Château Élan Winery & Resort.





MAC ADKINS FOUNDER & CEO |
SMARTERSERVICES



Dr. Mac Adkins is the founder and CEO of Smarter Services. He has been a higher education administrator for over 20 years and served as a Dean or Director of Distance Education for ten of those years. He has taught in the online doctoral program of Capella University for eight years and has taught online for Troy University for thirteen years. Dr. Adkins received his Doctor of Education degree from Auburn University in 1998. His major for the degree was Educational Leadership. He is a frequent speaker at educational conferences.



HANNY AKL MEMBER |
WARREN AVERETT



Hanny Akl leads the Firm's Transaction Advisory Services practice, which focuses both on buy-side and sell-side transactions along with advising owners on creating value within their businesses. He is an active member (and former learning coordinator) of the Firm's Technology and Life Sciences Client Service Group where he is the Firm's expert on software revenue recognition and other technical topics. Hanny supports clients in all phases of their business and transaction life cycles. He works with a wide variety of clients, including private equity, closely held and public companies. His industry experience is focused on software and technology-enabled companies, telecommunications, retail and distribution businesses, and real estate. Before Warren Averett, Hanny was the President and CEO of a real estate business where he positioned the company for a successful acquisition. Hanny began his career in the audit practice of Ernst & Young. He received his bachelor's degree in accounting at the University of Alabama at Birmingham, graduating Summa Cum Laude, and his masters of accounting at the University of Virginia. He resides in Birmingham with his wife and three kids and enjoys sports, the outdoors, and traveling.



SCOTT ALLEN PARTNER |
MORRIS, MANNING, & MARTIN, LLP



Scott L. Allen is partner in the firm's Corporate and Securities Practices. His practice focuses primarily on representing clients in middle-market corporate transactions, including mergers and acquisitions and corporate finance. He regularly represents private equity firms and their portfolio companies, as well as venture capital-backed and founder and family-owned businesses, in a wide range of corporate matters, including platform acquisitions, bolt-on acquisitions, sell-side transactions and debt and equity financings. For many of his clients, he also serves as outside general counsel, providing legal support across the organization and coordinating legal advice from other skilled attorneys within the firm. Scott has represented companies in numerous industries, including technology and technology-enabled business services, business process outsourcing, medical devices, manufacturing, consumer products, real estate, hospitality and alternative energy. Scott is a frequent speaker on corporate law, M&A, private equity and debt financing topics for continued legal education programs, trade association events and related conferences. He has been recognized as a leading corporate attorney through his selection as a Georgia Super Lawyers Rising Star, published by Law & Politics and Atlanta magazines on numerous occasions.



BRIAN BARKER FOUNDER & CEO |
INNOVA ZONES



Brian Barker is the founder of Innova Zones, a technology-based company that offers intuitive software solutions to companies across diverse industry sectors. His passion for innovative process improvement drove the creation of Innova Zones. Prior to starting Innova Zones, Mr. Barker spent 20+ years providing value-added services to many industries. With this experience, he gained a valuable understanding of industry processes. Many of the Innova Zones platforms are a result of this experience and have allowed Mr. Barker to understand and identify more efficient methods attained through technology. Brian was born in Monroe, Louisiana and moved to Texas when he was young, graduating from Amarillo High School. He attended Texas Tech University on a football scholarship and received a Bachelor of Business Administration in Marketing. Brian married his high school sweetheart, Jennifer. They have three boys, Barrett, Britton and Beau.



TOM BARTELS

PRESIDENT & CEO |
MCM TECHNOLOGY



Tom Bartels is President & Chief Executive Officer and is a Board Member of MCM Technology. MCM is an application software company providing solutions that allow public safety organizations and first responders the ability to properly manage mission-critical communications assets and infrastructure. Tom is a strategic and tactical thinker & manager who has been instrumental in providing strategic guidance and operational expertise to emerging growth companies. He has served several CXO and advisory roles in several industries, including medical diagnostics & devices, medical services, healthcare technology, as well as the software & technology space. He also has public company experience, having served as Director of Investor Relations at two publicly-traded companies. He has served as an elected member of APCO's Commercial Advisory Council and has been an active member of IJIS, sitting on the Finance Committee, and the Emerging Technologies Task Force. He served as a member of BBVA/Compass Bank's Young Executive Board of Directors, is a member of the Birmingham Venture Club, Tech Birmingham and the Society of International Business Fellows. Tom holds a Bachelor's Degree in Finance from Auburn University and an MBA from The University of Alabama at Birmingham.



TODD BAYLIS

CEO |
QGIV



Todd Baylis is the CEO and co-founder of Qgiv, a Central Florida based online fundraising SaaS platform which has worked with over 2300 local and national organizations throughout the country to more effectively implement and grow their online fundraising through SaaS enabled year-round giving and enterprise peer-to-peer solutions. Qgiv helps organizations raise more by reducing donor friction and helps reduce the difficulty of implementation of large peer to peer events that are often dependent on heavy customization. Prior to founding Qgiv, Todd built multiple software products in the email security and document management spaces and started a successful managed services company, in which he still maintains an ownership interest. Todd holds a graduate degree in IT Management and Information Security from Carnegie Mellon University, and an undergraduate degree in Computer and Information Sciences from Florida State University. Todd is a native of Lakeland, Florida where he lives with his wife and young daughter.



CECIL BOSTANY

MEMBER |
WARREN AVERETT



Cecil Bostany joined Warren Averett as a Member in the Tax Division in 2002. He is a former partner with Ernst & Young and has over 37 years of experience working with privately owned, venture-backed and publicly held companies. Cecil has extensive experience in mergers & acquisitions, due-diligence, transaction structuring and financing and is a taxation planning specialist. Cecil leads the Firm's Technology and Life Sciences Industry Practice group, which focuses on helping technology clients thrive, as well as fostering the Firm's expertise and development within that industry. Cecil serves clients in a variety of industries in addition to technology and life science, including venture capital, manufacturing, restaurant and automotive. He has been a Rotarian since 1986 and serves on the Board for several organizations including BioAlabama, The International Center, Innovation Depot, TechBirmingham and YMCA of Greater Alabama. He received his bachelor's in Accounting at the University of Alabama and now sits on the Culverhouse School of Accountancy's Professional Advisory Board. Cecil and his wife have three sons and reside in Birmingham.



TIM BRYANT

DIRECTOR |
THE VINCIT GROUP



Technology leader who thrives in challenging, fast-paced IT organizations delivering advanced technology systems, solutions, architecture, and applications. Rich mix of business management and technology with the ability to lead multiple technical teams through accelerated technology development to meet performance goals, operating requirements, and financial objectives. Energetic, visionary strategist qualified by a 18-year record of ground-up success in information technology and security. Continuous learner with a passion for innovation in technology and security risk management to drive bottom-line business contributions (optimizes technology and security investments, avoid losses from security incidents, improve customer retention, enhance business decision-making, reduce corporate liability). Inspiring leader and articulate communicator: proven ability to recruit, develop, and retain top talent. Expertise in defining high level design, instituting policy and standards, and improving architectures' overall capabilities. Exceptional levels of integrity, work ethic, and drive to achieve. Results-driven IT leader with expertise envisioning and leading technology-based, revenue and growth initiatives grounded solidly on business and economic value. Impressive, fast track management career marked by demonstrated ability to build peak-performing teams and achieve cross-functional business objectives. Valued member of senior management team, combining a seasoned, broad-based perspective to create pragmatic IT strategies and implementation plans designed for maximum return at the lowest possible costs. Most importantly, a true entrepreneur at heart!



ERIK BUDDE CEO |
RETIREMENT ONLINE



Erik Budde is CEO of Retirement Online which owns RothIRA.com & TraditionalIRA.com. He is a technology and product expert with more than 15 years of experience in Silicon Valley. In his early years, Erik did financial consulting for Cornerstone Research, business development for Microsoft and product management for Excite@Home, Intuit and Yahoo. More recently, Erik served as COO of a consumer lead generation company Trouve Media (sold to Bankrate) and founder of AboutAirportParking.com. In its first two years, AboutAirportParking.com completed nearly 200,000 reservations representing over \$10 million in partner revenue before being sold to Oversee.net. Erik has a BA in political economics from the University of California, Berkeley and an MBA from Stanford Business School.



BOB BUDNIK CO-FOUNDER |
LIVETEXT



Robert Budnik is co-founder of LiveText, a successful outcomes-based assessment and compliance SaaS solution for higher education. With his founding partner, Dr. Christopher Kalmus, Mr. Budnik has guided the growth and development of LiveText for the past 17 years. He brings 35+ years of business and technology experience to the company, including holding key management roles at MAI Basic Four, IBM and Computer Associates. Prior to co-founding LiveText in 1997, he founded BSCSoft, a successful internet software company that was later purchased by Network Engines, Inc. With LiveText, Bob spends considerable time with the client base listening to needs, actively exploring trends in higher education, and working closely with higher education organizations to better guide effective assessment and reporting solutions and services for the company's client institutions.



BOB BULLARD FOUNDER & CEO |
THE VINCIT GROUP



Bob Bullard is the founder & CEO of Vincit, a diversified group of companies which operate in 22 different industry verticals. The 8 member companies of Vincit create an economy of ideas which are designed to help their clients realize operational efficiencies through applying the core competencies of the vertically integrated services of Vincit. Many of the operating companies within Vincit are basic service and industrial manufacturing companies which serve business verticals where technology advances have not been applied. Vincit and its member companies apply new technology to these old world industries in an effort to renew their approach to manufacturing in the US and abroad. Mr. Bullard began his career in 1982 with 5 employees and today the number of associates total 6,000. In addition to leading Vincit, Mr. Bullard has founded or invested in early stage companies with a focus on efficiently delivering everyday needs through the integration of technology. Legal Fee Advisors, Signix, InnovaZones, Champfive (Aleve branded tens unit), and Square 1 Holding are some of the organizations related to this practice.



KASEY BURLESON CFO |
MCLEOD SOFTWARE



Kasey Burleson is a Birmingham, Alabama native who grew up working in his family's pawnshop, jewelry, locksmith, and real estate businesses. He graduated summa cum laude from The University of Alabama with a major in accounting and a minor in economics, received his Masters in Professional Accounting from The University of Texas, and is a CPA. Kasey began his career as an auditor with Deloitte Touche LLP, and attributes much of the growth and success in his career to learning private company valuation principles while earning his Certified Valuation Analyst certificate. Practicing as a senior business consultant at Tidwell DeWitt, LLC and executing valuation and litigation support work was instrumental in broadening Kasey's business and financial acumen. Kasey next served as the CFO for Zoë's Kitchen (NASDAQ: ZOES), a fast-casual restaurant growth company that grew from four to 18 stores under his tenure. Kasey has served as the CFO of McLeod Software for the last nine years during which the company has grown from 140 to 370 professionals.



ZAC CARMAN CEO |
CONSUMER AFFAIRS

CONSUMER AFFAIRS

Zac Carman is CEO of ConsumerAffairs, a platform for purchasing advice delivered through user reviews, consumer news, and expert resources. The company's B2B offering, ConsumerAffairs for Brands, helps brands solve two key problems: Building and maintaining a trusted brand reputation and sourcing high-conversion leads. Prior to purchasing ConsumerAffairs, Zac was Entrepreneur in Residence at Mainsail Partners, a private equity firm in San Francisco. Earlier roles at Mainsail include Senior Associate and Associate. Additional previous positions included roles of increasing responsibility in engineering and sales at IBM and Hitachi.



JAY CLARKE FOUNDER & CEO |
MAGAZINES.COM

magazines.com

Jay Clarke is the Founder and CEO of Magazines.com. Magazines.com launched in 1999 with seed capital from Time Inc. The Company was one of the first automatic renewal, continuous service subscription sites on the Internet. Magazines.com is now leveraging its subscription marketing expertise and automatic renewal technology platform across new verticals. In 2014, the Company launched CleanerFilters.com, an air filter subscription service. In 2018, Magazines.com acquired Natural Healthy Concepts, an Internet retailer of pharmaceutical-grade vitamins and nutritional supplements and added a subscription option to the business. Jay Clarke was born and raised in Atlanta and graduated from Georgia Tech. He now lives in Nashville with his wife and three children.



FORREST COLLIER CEO |
EMEALS

emeals

Forrest Collier is an Internet entrepreneur with broad operating experience in growing businesses to scale. Forrest currently serves as CEO of eMeals.com, which is the leading provider of online meal plans offering more than 50 different plans to the consumer market. Prior to eMeals, Forrest was CEO of InternetSafety.com, maker of the Safe Eyes family online safety software, which was acquired by McAfee. Before InternetSafety.com, Forrest was COO and a founding member of the management team of Highland Capital Holding Corporation. Forrest began his career at American Airlines where he held various financial and marketing positions and helped launch Airline Management Services, which established equity, marketing and service partnerships with other airlines. Forrest has an undergraduate degree in finance from Auburn University and received his MBA from Vanderbilt University.



MICHAEL CONNOLLY CEO |
ATLAS DIGITAL PARTNERS

ATLAS
DIGITAL PARTNERS

Michael Connolly is the CEO of Atlas Digital Partners. Atlas helps companies grow their sales through digital enablement and predictive analytics. Michael couples significant experience in transforming traditional business models into digital media and dot com solutions with more than 20 years of leadership experience in large enterprises and emerging start-ups. He started his career with the leading global advertising agency Dancer Fitzgerald Sample where he worked with Wendy's, Toyota and several Procter & Gamble brands. In the last 10 years, he has had several CXO leadership roles in the multi-unit franchising, financial services and health care industries with assignments including turnaround and growth roles with brands such as Jamba Juice, Great Clips, Blockbuster, ElderLife Financial Services and Global Access. Recently, he helped three digital media companies monetize their business models: ElderCareLink, Buyer Zone and Big City Docs. Michael earned a Bachelor of Arts from Pomona College in history and a Masters of Business Administration with second year honors from Harvard Business School. He is the co-founder of the Bama Bash with Zane Tarence.



ERNIE CONNON PRESIDENT & CEO |
SITEHAWK



In his current role as President and Chief Executive Officer for SiteHawk LLC, Connon is responsible for leading the company's push into cloud based Chemical Data Management solutions. Previously, Connon has been a senior executive in a number of companies. After university in London, England he joined British Telecom where he was involved in a number of "start-up" operations before moving to the US as a partner in a call-center software company that had a very successful IPO before being acquired by Oracle Corporation. After 3 years at Oracle as Group Vice President for CRM, Connon became President and CEO of Avesair Inc., one of the first software companies to successfully address the technical challenges of the mobile marketing opportunity. Post the acquisition of Avesair, Connon joined Curam Software Inc. as president and CEO. During his tenure Curam became the acknowledged global leader in social enterprise management software solutions and grew revenues by over 2000%. In 2011 IBM acquired Curam and Connon then served as global Vice President in the company's software group until his resignation in 2014 when he left to join SiteHawk.



TOM COUNTS PRESIDENT & CEO |
3 - GIS



As President and Chief Executive Officer of 3-GIS, Tom has helped create and launch the company from its first day of inception. Tom is responsible for all aspects of the organization with a focus on growth, stability, organizational efficiency, and innovation. Since launching the company in 2006, 3-GIS has grown to 75 employees with over 300 worldwide customers ranging from advanced fiber management, electric transmission, gas network design, to emergency management. 3-GIS has been recognized in Inc Magazine in the top 5000 fastest growing businesses for 2015 and 2016. Equally, Broadband Magazine recently recognized 3-GIS in the Top 100 Software Innovators for 2015 and 2016 as well. This is Tom's third successful startup. Outside of the office Tom is working to give back to his community. Tom is involved with his local Chamber of Commerce, the Entrepreneurial Center (Board Chair), teaching in the Fast-Track Entrepreneurial Program, judge for the Alabama LaunchPad, Tennessee Valley Corridor (board member), the Decatur Downtown Redevelopment Authority (DDRA Board member), NEW-STEM advocate (Non-Traditional Emerging Workforce in Science Technology, Engineering and Mathematics), Athens State Technical Advisory Board, and is a member of several commercial boards of directors. Tom funds and helps manage a scholarship at UAH for Decatur residents to promote and encourage local students to stay local and work local. The Best & Brightest committee is a reflection of parallel thinking just expanded to our immediate community.



ROSS CROLEY CEO & FOUNDER |
MINISTRY BRANDS



Ross is the Chief Executive Officer of Ministry Brands. He is passionate about bringing together the best church and ministry focused technology and services companies and people to work together to serve the growing needs of our customers. Through the creation and expansion of Ministry Brands, he has connected many of the industry's best solutions and teams to increase innovation and plot a course for the future of church technology. As CEO, Ross sets the vision and leads the company. Outside of work and church, his other passions are family, travel, basketball, skiing and the Tennessee Volunteers. Before founding Ministry Brands, Ross was the founder and CEO of In10sity, a successful Knoxville, TN based company providing internet technology and services to multiple vertical markets. Ross started in10sity while attending the University of Tennessee. He has led Ministry Brands since its inception.



DAVID CUSIMANO VICE PRESIDENT |
ACCEL-KKR



David joined Accel-KKR during the summer of 2008 while attending Harvard Business School, and returned on a full-time basis upon graduating in 2009. Prior to Accel-KKR, David was a Private Equity Associate at GenSpring Family Office, where he was responsible for sourcing, executing and monitoring equity and debt investments to growth-oriented, small and middle market companies in a wide variety of industries, as well as, allocating capital commitments to private equity funds. Prior to GenSpring, David was an Analyst at Wachovia Securities, where he provided merger and acquisition, capital raising and advisory services for corporate clients and financial sponsors focused on the technology and technology-enabled services sectors. David is involved in the firm's investments in EA Holdings, Infinisource, PageUp People, Cielo, and RiseSmart. David is currently a Director of PrismHR and Delta Data. David received his M.B.A. from Harvard Business School and his B.S. in Banking and Finance, from the University of Alabama, where he was the top graduating senior in the School of Commerce and Business Administration.



FRANK DALTON

FOUNDER & PARTNER |
FULCRUM EQUITY PARTNERS



Frank X. Dalton is a founder of Fulcrum Equity Partners, a growth equity fund with over \$200 million under management based in Atlanta, Georgia. Prior to joining Fulcrum, Frank was a general partner with Cordova Ventures and the managing director of Cordova Intellimedia Ventures, L.P., a \$41 million early-stage/seed fund launched in 2000. He is currently a board member of Path-Tec, Preparis, Mfg.com, and PhishLabs. Frank has over 20 years of experience in private investing; being involved in over 125 investments. In connection with his portfolio duties, Frank was the former CEO of Market Velocity, Inc. sold to Mediagris and the former chairman and CEO of Axonn, LLC sold to Globalstar. He has also held management positions as CFO of Caetec Systems, a CAD software company, and as Director of Operations of Microsouth, a computer distributor. Frank started his career with Ernst & Ernst in Atlanta in 1978 and is a former audit partner at BDO. Frank has a BS in accounting from the University of South Carolina.



BRIAN DAVIDSON

VICE PRESIDENT OF STRATEGY |
MCKINNEY CAPITAL

McKinneyCapital

Brian Davidson serves as Vice President of Strategy for McKinney Capital. He is responsible for evaluating and managing new strategic business opportunities congruent with McKinney Capital's vision, values, and strategy. Brian's career began as a business valuation analyst, where he facilitated transactions by structuring investments and buy-outs. Prior to joining McKinney Capital, Brian spent 10 years working as a transaction advisor and financial consultant in the Southeast. His philosophy on life and business is to work hard to serve, and he believes everything else will happen around that. Brian believes the best advice he's received in life is to honor God in all he does. He says if he could go back 10 years, the best professional advice he could give himself would be, "Just dive in and swim hard." Brian holds a BA in Biblical Studies from Dallas Baptist University and an MBA in Investments and Corporate Finance from Texas Christian University. He is a Certified Valuation Analyst through the National Association of Certified Valuators and Analysts (NACVA) and has been awarded the Top 40 Under 40 by NACVA. Brian is active in the community, teaches Sunday school at Shades Mountain Baptist Church, and serves as the Treasurer for Red Mountain Grace, a non-profit organization that meets the housing needs of displaced families seeking healthcare in Birmingham. Away from work, Brian enjoys reading, spending time with family, and watching college football.



ROB ECKARDT

SVP BUSINESS DEVELOPMENT |
XOEYE TECHNOLOGIES



Rob Eckardt is SVP Business Development for XOEYE Technologies, an innovative company that equips field technicians with wearable technology systems that capture and share the right information with the right people at the right time. Rob is an active angel investor with Hyde Park Angels, the Midwest's largest and most active angel group. He has over 25 years experience as a sales executive with technology solutions companies, most recently with Fusion-io (IPO in 2011) and 3PAR (IPO in 2007, acquired by Hewlett Packard (HPQ) in 2010). He was a board member at CygNet Software for five years leading to a successful M&A event in 2011 (sold to Weatherford International - NYSE:WFT). Rob has an Engineering degree from the University of Illinois, and actively supports education-centric non-profits such as the Evans Scholars Foundation and Quest Academy.



ROBERT FABER

PRINCIPAL |
BALLAST POINT VENTURES



Prior to joining Ballast Point Ventures in 2010, Robert worked for three years as an Associate for Wachovia Capital Partners, a Charlotte, North Carolina-based private equity fund affiliated with Wachovia Corporation. While at Wachovia Capital Partners, now known as Pamlico Capital, Robert focused on investments in the media, communications, business services and energy sectors. He also worked previously as an Analyst for two years in the Leveraged Finance Group of Wachovia Securities, also in Charlotte. He graduated from Princeton University with a bachelor's degree and from the Tuck School of Business at Dartmouth with an MBA. Robert focuses on technology-enabled business service companies with a particular emphasis on software-as-a-service companies. He currently serves on the Board of Directors of PowerDMS and PowerChord and as a Board Observer at Prepaid Technologies.



SCOTT FERGUSON FOUNDER & CEO |
CHARTCAPTURE



Scott Ferguson and his company have been serving the healthcare community since 2007. His company's products provide clinics with an easy way to archive and access legacy patient charts so they can transition to electronic medical records faster. A life-long entrepreneur, Scott started an Internet company while at Auburn University, started a family shortly thereafter, grew both the company and the family, sold the company in 2001, kept the family (now a party of six) and is currently involved in a range of business ventures, including; ChartCapture.com, InfluenceMD.com, MDNewsToday.com, PhysiciansImage.com, TheInnerCircleSessions.com and Ferguson Systems, Inc. He enjoys educating early-stage entrepreneurs, coaching youth lacrosse, running ultra-marathons and serves on a number of boards for charitable and civic organizations.



MARCO FERRARI MANAGING DIRECTOR |
PROVIDENCE EQUITY



Marco Ferrari is a managing director on the Providence Strategic Growth team and is based in our Providence office. Prior to joining Providence in 2014, Mr. Ferrari was a Principal at BV Investment Partners, where he focused on information services, communications and business services investments. Prior to BV Investment Partners, he was an investment partner at Siemens Venture Capital. Mr. Ferrari received a Master of Business Administration from Harvard Business School and a Bachelor of Arts from Harvard University.



ADI FILIPOVIC PRINCIPAL & CO-FOUNDER |
RESURGENS TECHNOLOGY PARTNERS



Adi is a Principal and Co-founder of Resurgens Technology Partners and brings a decade of technology-focused investment and advisory experience. Before founding Resurgens, Adi was a software investor at Accel-KKR, focused exclusively on the small-buyout effort. Prior to Accel-KKR, Adi was a Case Team Leader at Bain & Co., predominately spending time in the private equity group leading due diligence initiatives and driving post-investment strategic initiatives for various investment firms including New Mountain Capital, GTCR, and Warburg Pincus. Additionally, Adi was a leader in Bain's advanced analytics group focused on development of "data as an asset" initiatives, particularly in the financial services industry and customer acquisition/retention efforts. Prior to Bain & Co., Adi was an Associate in the growth equity practice of H.I.G. Capital, where he worked on identifying and evaluating new investment opportunities.



TIM FUREY FOUNDER & CEO |
MARKETBRIDGE



Tim Furey is the Founder and CEO of MarketBridge. Under his leadership, MarketBridge has become the leading provider of technology-enabled B2B marketing and sales performance improvement products and solutions. Mr. Furey led the transformative expansion of MarketBridge from thought-leading, multi-channel consulting firm to a leading provider of end-to-end digital marketing and sales enablement solutions. MarketBridge clients include leading firms in industries such as software (Microsoft, SAP, salesforce.com), hardware (HP, Dell, NetApp), communications (British Telecom, Verizon, Avaya), financial services (Mastercard, HSBC, American Express), and health care (GE, Merck, Humana). Tim is the author of *The Channel Advantage*, the definitive guide examining channel strategy and management, a business book best-seller in 2000. Prior to founding MarketBridge, Tim worked with Boston Consulting Group, Mercer Management Consulting, Kaiser Associates and the Marketing Science Institute. Currently, Tim serves on the Board of Directors of Skyworks Solutions (Nasdaq:SWKS), a leading semiconductor manufacturer of wireless telephony applications. Tim earned a Bachelor of Arts in economics, cum laude, from Harvard University and a Masters of Business Administration from Harvard Business School.



JEFF GALE CEO |
TICKETBISCUIT

Jeff Gale earned his bachelor's degree in drama and theatre arts, cum laude, from Columbia University. He is a self-taught software developer and businessman, creating innovations in e-commerce since 1997 when he co-founded Nylon Designs in Brooklyn, NY. In 2001, Jeff developed the original TicketBiscuit system to provide the world's smartest and most user-friendly ticketing experience. The platform introduced the concept of client-controlled convenience fees and seamless integration with the client's website. In 2009, TicketBiscuit launched the industry's first mobile ticketing interface. In 2010, the company launched TicketBiscuit 3.0, a highly-scalable, cloud-based solution, and TutuTix, now the leading provider of ticketing services for dance studios. In 2011, TicketBiscuit launched one of the first iOS ticket scanner apps, and the industry's first Facebook app with native ticket sales capability. 2012 and 2013 saw the launch of seatPOWER, the industry's only demand-capable online seat selector for reserved performances. In 2015, the company introduced StateChamps, a ticketing platform for high schools, featuring patent-pending Share & Tear technology. Today, the company serves more than 2,000 delighted organizations across the US and Canada.

TICKET • BISCUIT



JAY GRAVES SENIOR PARTNER |
SSB INFO

Jay is a Senior Partner at SSB (<https://ssbinfo.com>) and is responsible for data strategy and data warehouse consulting along with developing new digital marketing technologies. Clients include the NFL, NBC Sports, NASCAR, the SEC and numerous professional sports teams and major universities. He has over 20 years of experience in technology management, software development, strategic business development, and high-growth startup companies. Prior to SSB, Jay was co-founder and President of SmartDM which developed one of the original Software as a Service (SaaS) email marketing and database solutions and was sold to Acxiom Corporation (ACXM) in 2006. SmartDM worked with clients in sports marketing, financial services, non-profit, and retail developing pioneering digital marketing efforts for many Fortune 500 clients. After Acxiom, he worked in several consumer marketing and digital technology startups before the call of entrepreneurship beckoned again, and he joined SSB. Jay is a graduate of Vanderbilt University and lives in Nashville, Tennessee. When not with family or working with clients using data to help solve business issues, he is usually found biking the backroads of Tennessee or working out at Iron Tribe.



LIZA GRAVES CO-FOUNDER |
STYLEBLUEPRINT

Liza Graves is the Cofounder of StyleBlueprint.com, a digital media company regionally focused on the South. StyleBlueprint writes hyperlocal, curated lifestyle content, delivered via email and social media each weekday from SB editions which include: Atlanta, Birmingham, Charlotte, Louisville, Memphis, Nashville, and the Southern Edition. With an audience of over three million unique readers a year, StyleBlueprint revenue sources include the SB Deal, SB Guide, premium sponsorship and underwriting packages, sponsored content, the StyleBlueprint Marketplace, and business services aimed at SMBs. StyleBlueprint currently has over 500 clients across the Southeast, most of which results in recurring monthly revenue. The company plans to enter into two additional markets in the next 12 months. Raised in Virginia by an entrepreneurial family, Liza made her way to Nashville, TN as a student at Vanderbilt University. After graduating, she stayed in Nashville and opened her own café, and then married an entrepreneur who was also raised in an entrepreneurial family. This start-up loving spirit also gives her a different perspective on life: it's in her blood to support locally-owned businesses and to care deeply about customer service. She and her husband, Jay Graves, have three children. When Liza isn't working, you can find her cooking, hiking trails and photographing the beautiful Tennessee countryside.



BO HAGLER CEO |
MFG.COM

Bo Hagler brings more than 25 years of high-tech product planning and strategy experience to MFG.com. Bo guides the company's vision and provides corporate leadership in the strategic areas of technology and research, operations, and performance excellence. Prior to leading MFG.com, Bo was vice president of Research & Development at QAD, Inc. In this role, he was responsible for leading the company's supply chain product strategy and product launch. He joined QAD in 2006 through the acquisition of his company, FBO Systems, Inc., where he was founder and CEO. While at QAD, Bo also ran several strategic business units responsible for sales, service, product management and research and development. Bo serves as a member of the Atlanta Technology Angels (ATA), an organization that identifies and invests in early-stage technology companies. He received his bachelor's degree in management from the Georgia Institute of Technology.





MATT HAMILTON

PRINCIPAL |
SUMMIT PARTNERS

SUMMIT PARTNERS

Matt joined Summit Partners in 2008, and focuses primarily on the growth products & services sector. His investment and board experience includes Flow Traders (Euronext: FLOW), Focus Financial Partners, Invoice Cloud, Progressive Finance (acquired by Aaron's), Salient Partners, Telerik (acquired by Progress Software) and Vestmark. Prior to Summit, Matt worked for Senator Olympia Snowe in the United States Senate. He received a BA in economics, summa cum laude, from Colby College. Matt is active with Minds Matter, a not-for-profit organization whose mission is to transform the lives of accomplished high school students from low-income families by broadening their dreams and preparing them for college success.



ERIC HOFFMAN

PRESIDENT & COO |
HOFFMAN MEDIA



Eric Hoffman is President and Chief Operating Officer of Hoffman Media, LLC, a leading special interest media company headquartered in Birmingham, AL, where he oversees the daily operations of the company while also leading its strategic business development efforts. In his role he has developed substantial experience in direct marketing, advertising, digital media, and other areas of publishing while also leading in deal structuring, contract negotiations, and the company's mergers and acquisitions strategy. Prior to joining the company in March 2007, Mr. Hoffman worked in New York as an investment banker, where he specialized in mergers & acquisitions advisory and public and private equity offerings. He began his career at Ernst & Young LLP as an associate in the firm's national advisory services practice. He is a graduate of The University of Alabama, where he earned his B.S. in Finance. In addition, he is a graduate of Stanford University's Professional Publishing Course. Mr. Hoffman is currently on the Board of Directors of the Magazine Publishers Association (where he also has served as Chairman of the Independent Magazine Association division), the Management Advisory Board of CDS Global (a Hearst Magazines company), and the Young Executive Board of The Club, a social club in Birmingham, AL. In addition, he is also a member of The Union League Club of New York. In 2008 and 2009, he was named one of four finalists for Birmingham's Best in Business Awards in the category of Rising Stars, and in 2010 was named one of Birmingham's Top 40 under 40 by the Birmingham Business Journal. Eric met his wife, Katie, while living in New York. They have two children, Hays (7) and Amelia (4). Outside of work Eric enjoys outdoor activities such as bird hunting, fishing and playing golf. In addition, Eric and Katie enjoy cooking, wine collecting, and traveling.



BRANNON HUNTZ

MANAGING DIRECTOR |
WELLS FARGO CAPITAL FINANCE



As a Managing Director with Wells Fargo Capital Finance, Brannon Huntz is responsible for new business origination and transaction execution with a focus on providing debt solutions to software companies as part of the Technology Finance division. Prior to Wells Fargo, he was a Managing Director at Fortress Investment Group and spent 10 years at GE Commercial Finance originating and structuring both asset based and leveraged cash flow loans on a 1st and 2nd lien basis. He currently serves on of the Board of Directors of the Southern Capital Forum, the Board of Trustees and Executive Committee of The Schenck School, and the Executive Committee of Atlanta Charity Clays, where he is also the Past Chairman. Huntz earned his BBA at the University of Georgia and has an MBA from the Fuqua School of Business at Duke University.



RICHARD KERSHAW

FOUNDER & CEO |
WHOISHOSTINGTHIS.COM



Richard Kershaw is Managing Director of Quality Nonsense Ltd, who help businesses in high-growth, high-margin sectors acquire new customers on a "pay-on-performance" basis via a network of websites. The most popular is WhoIsHostingThis.com, a buyers guide to web hosting. It's used by 250,000+ people every month and has been featured in the New York Times and Time.com. Other sites cover domain names, affiliate marketing and digital downloads. Today, we introduce a substantial number of customers to some of the world's biggest hosting companies, like like Endurance (who own 30+ brands, like HostGator & BlueHost) and Go Daddy. The company is based in London, with a fully remote team is based across the UK, US and Canada. Richard, an ex-Londoner, is now based in New York City. The company also owns a portfolio of 1,000+ premium domain names, like Digital.com, Payola.com and Yacht.co.uk.



SANTHOSH KESHAVAN

EVP & CIO |
REGIONS BANK



Santhosh Keshavan joined Regions Financials (NYSE: RF) in 2010 as Executive Vice President & CIO for Core Banking. He brings in 20 plus years of experience in technology management, including experience in Application Development, Program Management and Information Technology Operations. Prior to Regions, Santhosh was with Fidelity Investments as Vice President for the pricing and cash management division. He successfully led the creation of single accounting platform and also was a lead in building/expanding Dallas, TX presence. At SunGard Data Systems from 1997 to 2007 he served various positions and eventually being named as Managing Director – International Operations with a focus on the retirement services industry. Santhosh has a BS degree in Computer Science from India (1995) and an MBA (2002) from UAB with a major in Information Systems.



STEVE KING

FOUNDING PARTNER |
PRAIRIE CAPITAL



Steve King is Founding Partner of Prairie Capital, a Chicago-based private equity firm. Established in 1997, Prairie Capital acquires entrepreneur-owned, lower middle market companies operating in high growth markets. Sectors of focus include healthcare, education, business services and consumer products. Prairie is currently investing its recently-closed \$350 million Prairie Capital VI.

Prior to founding Prairie Capital, Steve led the formation of ANB Mezzanine Corp. (then a subsidiary of First Chicago Corporation), serving as its initial President. Steve graduated from the University of Illinois with a BS in Finance in 1984. He received his MBA from the University of Chicago and his JD from Loyola University. Steve is currently a Board member for seven Prairie Capital portfolio companies and, in addition to overall firm management responsibilities, leads Prairie's education practice. Steve is on the Board of Directors of First Busey Corporation (NASDAQ: BUSE). He is also a Leadership Greater Chicago Fellow and past chairman of the National Association of Small Business Investment Companies. Steve is active in various civic and community organizations with a particular interest in education. He is currently on the Board of Arc of Hope, Boys Hope/Girls Hope of Illinois, the Big Shoulders Fund, and Loyola Academy. Steve lives in Evanston, IL with his wife Christy and their four children.



MATT LANDERS

CEO |
PLATYPI



Matt began his career as a software engineer at a young age. It all began with a computer, a broken computer actually. Matt gradually gained interest in computers because he was always fixing them. At 17 he was working for a law firm in their IT department. His first introduction to programming was peering over the shoulders of the firm's developers. He began teaching himself how to code and eventually scored an interview with Microsoft at 19 years old. He was hired as a .NET Evangelist and toured the country speaking to large business executives about emerging technologies. After years of working with Microsoft, Matt and his two partners ventured out on their own to create Platypi which specializes in cross-platform mobile app and web development. Platypi launched its product in November of 2014 and it was time for a new challenge. While building apps for clients, Matt realized that he had a knack for Marketing and has been building small to medium size businesses marketing solutions that leverage technology to drive results. He is passionate about Birmingham and contributing to the city's growth.



JOE LECOMPTE

PRINCIPAL |
PMG



Joe has more than 20 years of experience in sales, marketing, and technical management positions. As a principal of PMG for over 10 years, Joe leads the company in deploying enterprise service catalog and business process automation. Joe leverages his extensive project management background and developed the implementation methodology and project model for PMG's engagements. Prior to PMG, Joe worked in Product Development and as the Marketing Manager for National Accounts for Printpack, Inc. Joe graduated from Rice University with a Bachelor of Science in Mechanical Engineering.



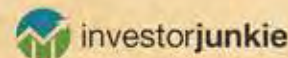
JOHN LEONARD SENIOR MANAGING DIRECTOR |
WELLS FARGO CAPITAL FINANCE



John Leonard leads Wells Fargo Capital Finance's Technology Finance division. In this capacity, John leads all transaction screening, underwriting execution, and portfolio management activities for this cash-flow based lending platform that is geared towards recurring revenue-centric software and technology companies. The Technology Finance portfolio currently encompasses over 115 senior lending relationships across North America and the UK, totaling in excess of \$3b commitments, and in total this team has successfully financed more than 400 software companies over the past 10 years.



LARRY LUDWIG FOUNDER & EDITOR-IN-CHIEF |
INVESTOR JUNKIE



Larry Ludwig is a serial entrepreneur with over twenty years of experience and is the Founder and Editor-in-Chief of Investor Junkie. Larry graduated from Clemson University with a B.S. in Computer Science. His specialties are in financial markets, affiliate marketing, user experience optimisation, and system administration automation. Larry created Investor Junkie with the vision to help educate individuals about finance and investing yet present it in an easy to understand format. He started Investor Junkie from nothing to a website that receives over three million annual visitors with over 25% YoY growth rate. Investor Junkie is the location to find reviews of the latest financial technology (fintech) with real-world experience. Before Investor Junkie, Larry ran a successful web hosting and web development firm for over ten years. Over the years he's worked with many Fortune 500 companies such as IBM, Minolta, ING Bank, T. Rowe Price, J.P Morgan Chase, Eastman Chemical and Lenscrafters. He lives in Long Island New York with his wife and three children.



STEWART LYNN VICE PRESIDENT |
SERENT CAPITAL



Stewart Lynn lead's Serent investment efforts in the financial services, logistics, and software sectors. His day-to-day activities include sourcing new investment opportunity, leading deal execution, and support the portfolio companies post-close on a variety of strategic initiatives. He currently sits on the Board of Mercury Network and DocuTech (both mortgage appraisal software companies), Next Gear Solutions (software for the restoration industry), Aftermath (biohazard services) and formerly Commissions Inc (real-estate software) before it was sold to Fidelity National Financial (NYSE:FNF). Prior to joining Serent, Stewart was a management consultant at the Seabury Group and Bain & Company in Chicago. Stewart received a joint degree JD-MBA from Stanford University's Law School and Graduate School of Business graduated from Northwestern University.



PETER MAGLIONE CEO |
ACADEMIC ANALYTICS



Peter became CEO of Academic Analytics in 2008. He has led the company from its earliest stages to its current industry leadership in providing academic data, solutions and insights to research universities. Peter has guided Academic Analytics in developing strong partnerships with senior academic administrators, supporting strategic decisions to advance higher education. Previously, Peter was a senior consultant to Fortune 500 companies and implemented data-driven strategies for major financial institutions, hedge funds, banks and mutual funds. Peter earned a B.S. in Civil Engineering from Rutgers University.



HAGAN MAJOR

PRESIDENT & COO |
YELLOWHAMMER



As COO, Hagan is responsible for YellowHammer's corporate strategy, client performance, and distribution. This involves overseeing development of YH's technology platforms on the buy and sell-side as well as the development of its client strategies. A born entrepreneur, Hagan quite literally grew up with the online advertising industry. In 1999, while still in high school, he started ClickHype, an ad network that eventually served over 100 million ad impressions per day. After ClickHype was sold, Hagan co-founded Linkbucks.com, an advertising service for users of social networks. As CEO, he grew the site from a mere 500 visitors per day to the top of the Alexa Internet Traffic Rankings with as many as 30 million unique visitors daily. His areas of expertise include: advertising strategies, yield optimization, and performance-centric media buying; however, his passion is on the creative side of ad serving ó working with designers and ad-operations teams to deliver campaigns that will perform well for YellowHammer's clients.



CHRIS MAXWELL

PARTNER |
MORRIS, MANNING, & MARTIN, LLP



Christopher E. Maxwell is a Partner in the firm's Corporate Practice. His practice focuses primarily on representing clients in middle-market corporate transactions, including mergers and acquisitions and corporate finance. Chris regularly represents private equity and venture capital firms and their portfolio companies, individual angel investors, angel investor networks, as well as venture capital-backed founder and family-owned businesses in a wide range of corporate matters including mergers and acquisitions, debt facilities, financings, recapitalizations, restructurings and reorganizations. He also works regularly with many early stage companies. For many of his clients, he also serves as outside general counsel, providing legal support across the organization and coordinating legal advice from other skilled attorneys within the firm. Chris has represented companies in numerous industries, including technology, technology enabled business services, ecommerce, consumer products, food and beverage, hospitality and franchising. Chris is a frequent speaker on corporate law, M&A and venture capital topics. He has been recognized as a leading corporate attorney through his recognition in Chambers USA: America's Leading Lawyers for Business on numerous occasions.



KEVIN MCARDLE

CO-FOUNDER & CEO |
SURESWIFT CAPITAL



Kevin is the Co-Founder and CEO of SureSwift Capital, a high growth, high margin, diversified, digital portfolio company. SureSwift acquires digital assets with a 'buy and hold' approach to promote growth. In a relatively brief time, SureSwift has amassed a portfolio of assets that includes SaaS products, subscription services, and lead gen and content-driven websites. Prior to founding SureSwift, Kevin was a Vice President at Cerner Corporation, a global provider of healthcare software. In his 15 year tenure at Cerner, Kevin held positions in sales, sales leadership, operations, and general management, eventually becoming one of the youngest Vice Presidents in the company's 35 year history. Kevin earned an undergraduate degree in Mathematics from Marquette University and an MBA from Rockhurst University. Kevin was born and raised in Kansas City, MO, but now lives in Victoria, British Columbia with his wife and four children.



MARIO MOORE

FORMER FOUNDER & CEO |
GRADESFIRST



A seasoned veteran in the software industry, Mario began his career in the consulting and corporate segments of the market. Smart and embodying the true entrepreneurial spirit, Mario started his first company, GradesFirst, in 2006. GradesFirst's revolutionary software won over 60% of the college athletics space before successfully transitioning to serve more individual colleges and campus-wide customers. Mario led GradesFirst from startup to maturity and sold the business in late 2014 to The Advisory Board Company. Mario's faith, passion for winning, and strong belief in "right answer" has helped him conquer the process of startup, growth, and sale of the business. He is now eagerly anticipating his next challenge.



KEITH OELRICH CEO |
LEARNING.COM



Keith Oelrich has been a pioneer in the K-12 education technology market. Over the past 15 years, he has served as CEO of several companies which have collectively provided K-12 digital education programs to thousands of districts, tens of thousands of schools, and millions of students and their families in all 50 States and over 40 countries. Over this time, he has advocated for the growth and advancement of K-12 education technology with the U.S. Secretary of Education, Governors, Members of Congress, State legislators, foundations and private investors, and thousands of families. Keith is CEO of Learning.com. LCOM was founded in 1999, and provides content, tools and services to help districts make the move to the digital world; LCOM serves roughly 20% of the nation's districts and over 8.5 million users per year. Keith is also the Founder and former CEO of Insight Schools. Insight Schools operates one of the nation's leading networks of full-time, diploma-granting online public high schools, and is now a subsidiary of K12, Inc. Prior to founding Insight Schools, Keith was the President and CEO of KG Distance Learning (KCDL), where he operated the nation's largest private-pay online high school. Prior to joining KCDL, Keith was the President and CEO of Apex Learning, a leading virtual high school company founded by Microsoft's co-founder Paul Allen. Keith earned his MBA degree from Cornell University (with distinction) and his Bachelor of Arts degree in Economics from the University of Washington. In 2015 Keith was one of 10 finalists for the EdTech Digest Industry "Visionary" award. In 2009, Keith received the first-ever award for Outstanding Individual Contribution to the K-12 online learning industry by the International Association for K-12 Online Learning (iNACOL), and he was recognized in 2008 by the US Distance Learning Association for Leadership by an individual in the field of distance learning. Keith was raised in a family of educators, and spent his summers starting at age 12 working on commercial fishing boats in Kodiak, Alaska. He is married with three children.



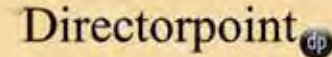
SHEGUN OTULANA FOUNDER & CEO |
THERANEST



Shegun is the founder and CEO of TheraNest, a practice management and electronic health record SaaS platform for mental and behavioral health organizations. TheraNest is used by thousands of psychologists, psychotherapists, counselors and other mental and behavioral health providers across thousands of practices and organizations throughout the United States and abroad. Health care providers manage several thousand clients through TheraNest and providers process several millions in payment transactions monthly using the platform. Shegun has spent over 15 years working in various sectors of information technology including systems engineering, virtualization, information security, and software development. In addition to his role as CEO of TheraNest, Shegun serves on the board of TechBirmingham and is involved in various organizations and non-profits. Shegun Otulana @sotulana



JOHN PEINHARDT CO-FOUNDER |
DIRECTORPOINT



John Peinhardt co-founded Directorpoint LLC in 2012 with a vision of becoming the premier board of directors software and services company. Today, Directorpoint's software is used by hundreds of organizations, globally, to improve board communications, increase board member engagement, and streamline board administration. Mr. Peinhardt serves his community by championing initiatives to improve local leadership and literacy. In 2004, he co-founded the Rotaract Club of Birmingham, which provides unique leadership development opportunities to young professionals and has become the largest community-based Rotaract Club in the world. From 2006 to 2008, Mr. Peinhardt served as Chairman of the Ready 2 Read project, which positively impacts more than 4,000 children annually by providing high-quality classroom libraries to every Birmingham City School second grade class. Ready 2 Read was recognized by Rotary International in 2009 as the International Winner of its Outstanding Rotaract Projects award. Mr. Peinhardt is a Cum Laude graduate of Birmingham-Southern College with a Bachelor's Degree in Business Administration. He is an Eagle Scout, a member of the Downtown Rotary Club of Birmingham, the Project Management Institute, and the American Mensa Society.



MATT PICCANO PRINCIPAL |
ALPINE INVESTORS



Matthew is a Principal at Alpine and focuses on new investment opportunities within the software, business services and online sectors. Matthew joined Alpine in 2007 from The University of Cincinnati where he graduated cum laude with a Bachelor of Business Administration in Finance and Real Estate. His previous work experience includes an internship in capital management at The Kroger Co., an internship as a real estate analyst in The Kroger Co.'s Atlanta Division, and a mutual fund accountant internship at Integrated Investment Services.



PHIL RAMSEY PRESIDENT & CEO |
COMMAND ALKON

Command Alkon

Phil Ramsey was born in Rockford, Illinois in 1958. He and his wife Chris were married in 1988 in Hampshire, England. They have two sons and one daughter. Phil received an Engineering Degree in Computer Science from the University of Tulsa in 1980 and an MBA in 1981. Phil founded Control Management Systems in 1981 to provide dispatch systems to the ready mixed concrete industry. In 1991 Phil joined Command Data, the predecessor of Command Alkon. Phil held management positions in Command Alkon including Product Development, Service, International Business Development, VPSales and Finance and VP-Software Business Unit.



SHRISH RANGARAMANUJAM

Based out of Bangalore, India, Shrish is an entrepreneur/evangelist focused on innovation in India. He has 20 years of experience in areas as varied as Software Application Development, IT operations support, Project and Program Management, Operations excellence and Technology Development for the social sector. Shrish is a managing partner at NSquare partners. He has worked with multinational firms creating operational playbooks, both for investing and expanding in India. He has worked with a US based mid-size firm to incubate their back office operations. He is a founder-member of IdeasUnbound, an innovation think-tank focused on ideating and implementing disruptive solutions in the development sector. He is also a core member of iShippo, an e-commerce platform exclusively for handcrafted products. iShippo is a marketplace, craft and maker community where people from around the country come together to buy, sell and interact. iShippo recently won the mBillionth award Asia 2016 and has been listed as one of the top 5 ecommerce players to look out for in 2016 by Technewstoday(USA).



CHUCK REDDEN PRESIDENT & CEO |
AUTOTEC



Chuck serves as president and CEO of AutoTec, a family owned business tracing its Birmingham, AL roots to the late 1800s. AutoTec provides a comprehensive suite of services and solutions to protect the integrity of on-line and on-site auctions. AutoTec serves the marketplace, allowing its customers - auctions, lenders, insurance companies, and automobile dealers - to better serve their customers. AutoTec's suite of services include payment guarantee insurance, AutoCheck Vehicle History risk management tools for auto auctions and insurance companies, automobile dealer credentialing for the wholesale vehicle marketplace, specialized risk mitigation tools and credit line processing for automobile lenders, and independent third-party arbitration services. AutoTec specializes in finding innovative ways to put its vast data resources into action. Whether on-site or on-line, AutoTec is a trusted source of unbiased, fact-based data that insures the integrity of the marketplace. AutoTec creates a transparent environment that provides equal protection to the buyer, seller, and financier of any transaction. Prior to joining AutoTec, Chuck served as navigator onboard the U.S.S. Harry W. Hill (DD-988) and as a commercial loan officer with AmSouth Bank. A native of Tennessee, Chuck holds an MBA and a bachelor's degree from Vanderbilt University. Chuck lives in Birmingham, AL with his wife and four children. He is active in the National Auto Auction Association, his local church, the Rotary Club of Birmingham and other civic organizations.



ZACH ROBBINS FOUNDER & CEO |
LEADNOMICS



Zach Robbins is an entrepreneur and expert in direct response marketing, lead generation, and marketing technology. In 2007, Zach founded Leadnomics which, under his leadership as CEO, was ranked by Inc. as the 26th fastest growing company in America in 2012. In the short time since then, Leadnomics has grown from its successful business-to-business roots to become an industry innovator in marketing technology and customer acquisition. Current vertical focus areas include insurance, mortgage and solar energy. Zach's success stems from his ability to notice industry inefficiencies and create leading solutions. In 2013, he launched Margo, an inventive digital insurance agency that promises to change for the better the way consumers shop and think about insurance. Zach is a graduate of Rowan University, frequent contributor to a variety of thought leadership publications, and a member of YEC (Young Entrepreneur Council).



JOSH ROBERTS

MANAGING DIRECTOR |
THE PRIVATEBANK



Josh Roberts is Managing Director & Market Lead, Technology Banking, at The PrivateBank and Trust Company. Previously, Josh was a technology investment banker with RBC Capital Markets and Wachovia, where he provided enterprise software and systems, financial technology, communications technology and tech-enabled services firms with capital raising, advisory and banking solutions. At PrivateBank, he provides middle-market independent and sponsor-backed technology firms nationally with customized financing and banking solutions. He earned Bachelor of Science and Master of Business Administration degrees from the University of Illinois and University of Chicago, respectively.



ANDREW ROSEN

CEO |
INTERFOLIO



As CEO, Andrew Rosen brings a proven track record of successfully introducing and scaling innovative, problem-solving technologies into new markets. Andrew started his career as an early co-founder of Blackboard where he and the team successfully built and scaled the Learning Management System throughout the education marketplace. At Blackboard, Andrew first served as the General Counsel and early Chief Financial Officer; he evolved into Blackboard's Chief Corporate Officer, managing mergers, acquisitions, integrations, and all business development, as well as President of Blackboard International, where he started and grew Blackboard's international business into over 60 countries. After taking Blackboard public, Andrew left to grow Presidium Inc., an early education start-up focused on end user support services, and the preeminent first-mover in solutions that bolster student success and faculty productivity. After growing Presidium to over 550 customers and selling the company, Andrew took time off to focus on his photography before joining the Education Advisory Board (a division of the Advisory Board Company (NASDAQ: ABCO)) as General Manager of its Education Technology. At EAB, Andrew and his team evolved four different analytics and predictive modeling technologies to address the rising issues around student retention and student success. Most recently, Andrew served as the Sr. Executive Vice President and Head of Product at MicroStrategy (NASDAQ: MSTR), a world-class enterprise analytics platform company.



NOAH ROSENBERG

CFO |
INTERFOLIO



Noah Rosenberg is the CFO of Interfolio where he is responsible for Administration, Finance and Sales Operations. Noah is an experienced SaaS executive with deep expertise in developing integrated financial and operational reporting and general management for growing businesses. Noah began his career working in, and eventually managing CEB's CFO Practice which he grew to more than \$20 million in recurring revenues. In this role, he worked with the CFOs of large, global corporations to improve their budgeting and forecasting processes and overall talent development. After CEB he moved over to the Advisory Board Company, where he was a founding member of the management team that launched that company's education practice, EAB. At EAB, Noah was responsible for growing and launching several successful businesses serving higher education. While at EAB, Noah secured a grant from the Bill and Melinda Gates Foundation to partner with several not-for profit institutions to conduct a detailed analytical analysis to quantify the drivers of cost in higher education. Most recently, Noah served as the CFO of Flat World, a venture-backed SaaS growth company where he worked closely with the CEO to develop a financial and operating plan to secure an additional round of investment. Noah received a BS from Brown University and an MBA from the University of Michigan's Ross School of Business. He currently lives in Washington, DC with his wife and two young children.



SCOT RUMSEY

CO-FOUNDER & PRESIDENT |
ICOMMISSIONS



Scot Rumsey is the Co-Founder and President of iCommissions.com, a digital marketing company with a focus on consumer financial products. Launched over 10 years ago in South East Louisiana, iCommissions.com has survived hurricanes, a financial meltdown, CAN-SPAM Act, and the Credit CARD Act to become a recognized leader and expert in the subprime credit space. Scot provides design, development, consulting, and sales services to his clients. His company is responsible for over 3 million booked credit card accounts since 2005. Known in the industry as an affiliate marketing company, Scot has set iCommissions.com apart by developing, growing, and managing direct relationships with card issuers. Scot has personally played a role in the creation of dozens of consumer credit card programs. Scot earned a Bachelor of Fine arts degree from Edinboro University of Pennsylvania and spent 9 years in the Intelligence Community including five with the CIA.



DAVID RYAN FOUNDER & COO |
SAAISOPTICS

SAAISOPTICS

David is founder and Chief Operating Officer of SaaSOptics. David was co-founder and Chief Executive Officer of MarketingCentral, the leading SaaS provider of marketing resource management (MRM) tools. Unica acquired MarketingCentral in 2007. Prior to MarketingCentral, David served as Chief Executive Officer of CAS Americas, Inc. David was founder and Chief Executive Officer of Sirius Systems, a pioneer in the sales force automation industry. Sirius Systems was acquired by Software Artistry (Tivoli) in 1997. He has also held sales positions at Gartner and IBM. David is a graduate of Duke University.



DOUG SCHOENBERG CO-FOUNDER & CEO |
SOFTERWARE

SofterWare.

Doug is co-founder and CEO of SofterWare, a leading provider of software and electronic payment solutions to non-profits and educational organizations. SofterWare's products include: DonorPerfect a leading online donor management software; EZ-CARE used for childcare center management; EZ-CAMP2 used in camp management; MMS For Schools, a student information system; and SafeSave, an innovative payment gateway and processing platform that they use for their own products as well as for select software partners. Doug is also co-owner and board member of CampusWorks, a leading provider of high-level consulting and IT services to Community Colleges and other Higher-Educational institutions. He also sits on the board of several nonprofits, including a multi-site childcare provider, and has served as an adviser to several childcare-related professional organizations and publications. Doug is a graduate of Lehigh University.



BILL SMITH FOUNDER & CEO |
SHIPT



Bill Smith is the founder and CEO of Shipt, an app-based grocery delivery service. After launching in 2015, Shipt actively delivers in 24 cities across the country. The company leverages mobile technology to connect its members, shoppers and retailers in an innovative manner that simplifies the grocery shopping process. Prior to Shipt, Bill was the founder and CEO of Insight Card Services, which offers reloadable prepaid Visa cards to consumers throughout the US. Insight Card Services was sold to Green Dot Corporation (GDOT:NYSE) in 2014. Bill is also committed to the civic growth of the Birmingham community. Through his real estate investments including The John Hand Building, he can directly contribute to the downtown renaissance. He serves on the boards of directors for REV Birmingham and Tech Birmingham. He is also a long-time member of Church of the Highlands and serves as an active member of the Young Presidents Organization (YPO). Bill is a native of Birmingham, Alabama, where he lives with his wife and two young children.



CHRIS SPELTZ CEO |
BANKRATE CREDIT CARDS

Bankrate

Mr. Speltz has served as Chief Executive Officer of Bankrate Credit Cards since Bankrate's acquisition of CreditCards.com in August 2010. Mr. Speltz joined CreditCards.com in 2007 as Chief Financial Officer and previously led all internal and external financial, tax and accounting activities of the company, as well as Human Resources. Prior to joining CreditCards.com, Mr. Speltz was Senior Vice President, Finance at Activant Solutions, a software provider focused on small and medium sized retail and wholesale businesses. He has also held senior finance and managerial positions with Societe Generale and Comerica Bank. Mr. Speltz earned a BS in Business from Indiana University and an MBA from the University of Texas at Arlington.



ALLAN STONE CEO |
INTELITICS



Allan Stone is based in Orange County California serving as the CEO driving Intelitics, a marketing analytics, business intelligence, and customer lifecycle reporting and automation platform for the iGaming industry. Intelitics is already making a name for itself recently being shortlisted for the peer driven Global Gaming Awards "Digital Acquisition Program" of the year for its efforts in driving innovation and growth for its partners. Prior to Intelitics Allan served as the GM of Real Money Gaming and VP of Sales for a leading social media advertising agency, adQuadrant, Inc., Facebook's #1 Direct Response Marketing Partner and a top 1,000 Facebook advertiser. Allan earned a Bachelor of Arts from the Anderson School of Management at the University of New Mexico where he was also a member of their Top 25 ranked Football Program. As a Texas native living in California, when he's not in the office Allan can be found spending time enjoying the outdoors, camping, off roading or catching a football game with his wife and two sons.



ALEX STRATOUDAKIS VICE PRESIDENT |
WARBURG PINCUS



Alex Stratoudakis is based in New York, joined Warburg Pincus in 2012 and focuses on investments in the technology, media and telecommunication sectors. Mr. Stratoudakis is on the Board of BlueGrace Logistics and is currently or has previously been involved in Dude Solutions, MercuryGate, FacilitySource, Coyote Logistics and Service Repair Solutions while at the firm. Previously, Mr. Stratoudakis worked at Silver Lake Partners and The Blackstone Group, both in New York. He graduated magna cum laude with a B.S. in economics from the Wharton School and received his M.B.A. from Harvard Business School.



TONY SUMMERVILLE FOUNDER & CEO |
FLEETIO



Tony Summerville is the founder and CEO of Fleetio, a SaaS platform that helps organizations around the world manage vehicles, equipment, drivers and more. Tony bootstrapped and launched Fleetio in 2012 as the solo founder and has since grown it to 16 employees with more than 1,000 customers in over 50 countries, including Stanley Steemer International and the California Department of Corrections. Prior to starting Fleetio, Tony was an early employee at Daxko on the software engineering and product management teams. Tony graduated from Auburn University in 2004 with a bachelor's degree in Management Information Systems.



JUSTIN TALERICO CO-FOUNDER & CEO |
ION INTERACTIVE



Justin Talerico is a marketing technology entrepreneur and the co-founder, CEO and CMO of ion interactive, a SaaS solution that empowers digital marketing teams to innovate, test, measure and manage modern, data-driven interactive experiences without code or development resources. Justin founded his first company, an all digital marketing communications firm, in 1992. By 1996, his business was 100% web. In 1998 he formed a high-margin, tech-enabled services firm leveraging a proprietary web CMS platform for clients like Samsung and Fujitsu. Justin and his co-founders developed and launched a marketing SaaS platform in 2007, rapidly scaling that business to land at #202 on the Inc 500 in 2010 and at #526 on the Inc 5000 in 2011 with customers like Dell and DHL. In 2015 Justin led ion's productization of sophisticated, data-driven interactive capabilities that now empower over 200 enterprise brands and agencies to engage, qualify and profile more web traffic. Justin was born in New York, raised in Florida, began coding at age 9, and now resides in Lighthouse Point with his wife and two children. Justin earned a Bachelor of Science in advertising from the University of Florida.



ROB TANNER

PRINCIPAL |
BYTOWN HOLDINGS

Rob is a principal at Bytown Holdings LLC, a private holdings & advisory practice based in Nashville, TN. Rob works with a portfolio of early-stage companies helping management assess and analyze their growth financing opportunities through benchmarking and adopting best practices in the SaaS industry. Rob has experienced what it means to be a founder, high growth startup CFO, early stage investor, corporate finance executive and advising banker across large acquisitions and recaps all the way through to pre-seed angel rounds. Common for all capital raises is the need to intelligently communicate the performance and expectations of the business through complete financial models that allow prospective investors to easily grasp the key drivers of the business. Since 2012 Rob has worked with 14 early stage companies through \$84 million in financings.



ZANE TARENCE

MANAGING DIRECTOR |
FOUNDERS INVESTMENT BANKING

Zane Tarence, managing director of Founders Investment Banking's Technology practice, is an experienced investment banker, entrepreneur and recognized expert on the growth and monetization of digital media, internet technology and software companies. Over the past 20 years, Zane has led and completed more than 90 technology deals. Zane has more than 24 years of experience as an operator, investor and dealmaker in the technology arena, and he independently and successfully created and sold two technology businesses to publicly-traded companies. Prior to becoming an entrepreneur, Zane began his career at IBM, where he learned the intricate workings of the company's technology ecosystems and managed its Internet consulting practice in the Southeast.

FOUNDERS



JAMES TIENG

PRINCIPAL |
QUAD PARTNERS

James Tieng is a Principal at Quad Partners, a private equity firm (growth capital and buyouts) with over \$400 million under management based in New York, NY. Quad is exclusively focused on the education sector – products, services, schools – across the age spectrum (early childhood through adult learning). Currently, he is a Board Member of TargetX (student lifecycle CRM), ILSC Education (English language training in Canada, US, and Australia), Inside Higher Ed (digital media content and job board), Interfolio (tech-based faculty information services), and Taskstream (tech-enabled institutional assessment and accreditation services) as well as a Board Observer to Endeavor Schools (family of private preK-12 schools). Prior to joining Quad, James was an investment professional at Apax Partners (\$35 billion of funds under advisement) where he invested in business, financial and online services companies – including the take-private and subsequent IPO of Bankrate.com, carve-out of Trader Corporation (autotrader.ca) and Dealer.com from Yellow Media, and take-private of Garda World (security and cash logistics). He started his career at McKinsey & Company before joining Irving Place Capital (formerly Bear Stearns Merchant Banking). He holds an MBA from Harvard Business School and an A.B. in Economics from Princeton University.

QUAD PARTNERS



KENT URDAHL

PRESIDENT & CEO |
ADVANCEONLINE SOLUTIONS

Kent Urdahl is President and CEO of AdvanceOnline Solutions (AOS), a leader in online safety training. He is also the managing partner of three AOS subsidiaries: Comprehensive Safety Resource (CSR), Emergency Film Group (EFG), and Digital 2000 (D2K). AdvanceOnline provides online safety and compliance training to the construction, transportation, manufacturing, and energy industries. CSR provides companies with: 1) contracted safety professionals on a full-time or part-time basis, 2) onsite consulting services such as mock safety audits and expert witness testimony, and 3) onsite classroom based safety training (e.g. OSHA 10 Hour). EFG markets First Responder training videos to Hospitals, Firefighters, Police, and government agencies with topics spanning biological disasters, terrorism, mass shootings, explosions, and more. D2K offers a broad selection of over 1,000 training videos in areas including Restaurants, Hospitality, Transportation, Grocery, Schools, Child Care, Oil & Gas, Healthcare, Agriculture, and HR. The ability to provide custom training videos is available also through D2K. Kent joined AdvanceOnline in 2006 as COO. In 2009 he was elevated to President and CEO and concurrently added to the Board of Directors. Prior to joining AdvanceOnline, Kent spent 20 years working for IBM & Lexmark in various sales, marketing, engineering, and leadership positions. Kent has a BA from St. Olaf College (1983), a Master's in Chemical Engineering from Purdue University (1985), and an MBA from Texas A&M University (2005).

AdvanceOnline SOLUTIONS



JONATHAN VANLARE

CLINICAL DIRECTOR |
PHARMACY ADVANTAGE SPECIALTY PHARMACY

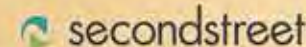


Jonathan VanLare, PharmD, CSP is the clinical Director of Pharmacy Advantage Specialty Pharmacy. His responsibilities involve overseeing collaborative efforts with all major industry stakeholders including health systems (IDNs), manufacturers, third party payors, and medical informatics organizations (EMR, adjudication software). Moreover, his accountabilities are geared toward leveraging advanced technology tactics to achieve the next level of personalized patient care resulting in optimal therapeutic outcomes while controlling health care costs. Most recently, due to a lack of robust, workflow efficient options regarding specialty therapy management systems, Jonathan has advocated for and created a new web-based software. Primarily developed by himself in conjunction with a hand-selected team of clinical pharmacists, this technology titled DromosPTM links medication management processes, prescription claims adjudication software, and a real-time data warehouse into a single comprehensive platform. Dr. VanLare discovered through the implementation of this new professional tool, seamless care transitions and streamlined monitoring for enhanced employee productivity is now feasible in the specialty pharmacy setting.



DOUG VILLHARD

CO-FOUNDER & CEO |
SECOND STREET



Doug Villhard is the co-founder and CEO of Second Street whose "Engagement Platform" (contests, promotions, interactive content) is licensed by over 3,000 newspaper, TV, and radio stations across the United States as well as used by ESPN, Sports Illustrated, USA Today, FOX, CBS, and many more. Doug began his career at Disney in 1995 at the start of the Internet revolution and has founded, sold, bought, and run SaaS/Internet companies ever since. One of his previous start ups was purchased by CBS and is now known as MaxPreps.com -- a leading high school sports network. Doug lives in the St. Louis area with his wife and 4 kids. He's also proud to have founded a local high school which is in its 5th year and just graduated its first class of seniors. And, in his spare time, he coaches little league baseball and the high school's robotics team.



CHRIS WHITE

VP OF FINANCE |
ORTHO KINEMATICS



Chris White is the VP of Finance of Ortho Kinematics (OKI) headquartered in Austin, Texas. OKI is a privately held imaging informatics company focused on spine diagnostics. OKI's core product, the Vertebral Motion Analysis (VMA) is the only true FDA cleared functional spine test on the market. The company is passionate about leveraging spine biomechanical and alignment data to improve the diagnosis and treatment of back pain. Chris has been instrumental in the financial planning, development and strategies of OKI including developing key pricing strategies and driving significant improvements to gross margins. Over the past year he has also worked alongside the CEO to raise \$8m in capital to fund operations. He has over 15 years of experience with both public and private companies in Medical Technology and Device, Biotechnology, Independent Power and Manufacturing industries. Chris is a CPA and has a B.S. in Accounting from Auburn University and an MBA from the University of Alabama at Birmingham.



JEREMY WING

PRESIDENT & CO-FOUNDER |
PAYSCAPE



These are just a few ways to describe Payscale's President and Co-Founder. Jeremy's impressive career started at MTV in 1998 as the Director of Business Development for the Southeast, where he was the youngest director in the company's history. After leaving MTV in 2004, he founded Atlanta-based Payscale. Jeremy's role within the company has been instrumental in establishing Payscale with impressive accolades, such as winning Inc. 500's Fastest Growing Companies several years in a row, as well as being honored with "Best Place to Work" awards from The Atlanta Journal Constitution and The Atlanta Business Chronicle. Not to mention, Payscale's biggest award to date, winning the Electronic Transactions Association (ETA) 2015 ISO of the Year. Outside of Payscale, Jeremy is highly involved in the local community, whether it be charity or business endeavors. He is founder of the Atlanta events group Peachtree Social Club, now known as A Social Mess. He serves on several boards including the International Young Presidents Organization and The Buckhead Coalition. He is an active mentor, investor, and advisor at FlashPoint Accelerator, a Georgia Institute of Technology club that supports startups and young entrepreneurs. Jeremy is also a regular volunteer with Junior Achievement and The Shepherd Center, as well as a supporter of the Piedmont Park Conservancy through both the Anderson Society and the Annual Dock Party. In his personal life, Jeremy is an avid outdoorsman. He regularly tests his endurance in triathlons and adventure races. He has completed the Paris, D.C., San Diego, New York and Atlanta Marathons. His adventurous nature has led him to summit some of the highest peaks in the Continental United States including Mount Hood, Mount Whitney, and Mount Rainier. Lastly, but certainly not least, Jeremy is a father of two with his wife Elizabeth, who also exudes the entrepreneurial spirit as demonstrated through her Atlanta-based KANE Boutique in West Midtown.



JAY WOMMACK

CEO |
VERTICAL ALLIANCE GROUP



Jay J. Wommack is president, CEO and founder of Vertical Alliance Group, Inc. (originally incorporated as BubbaJunk.com, Inc.). Vertical Alliance provides business development and online training services primarily for the transportation sector. Jay graduated from Hendrix College in 1978. After returning to his native Texarkana, Texas, he began an 18 year career as a stock broker and financial advisor. In 1999, Jay got the itch to try something new, and founded BubbaJunk.com, a recruiting site for trucking companies. In 2011, after becoming the top recruiting website in the trucking industry, the site was sold to a major corporation. In 2008, Vertical Alliance entered the online training arena by developing the Infit-i platform, a cloud-based, enterprise learning management system. The company started with programs addressing driver safety for trucking companies and school bus transportation and is now expanding its foothold with a more balanced enterprise approach. Today, Vertical Alliance Group also provides training boot camps, seminars, consulting and workshop services.



TAYLOR PEAKE WYATT

PRESIDENT & CO-FOUNDER |
MOTIONMOBS



Taylor Peake Wyatt, President of MotionMobs, is an entrepreneur and experienced software consultant, specializing in mobile and web application development. Taylor has been involved in building and promoting Birmingham's growing technology community since 2010. Through MotionMobs, she has helped several new entrepreneurs start their first company and experienced business leaders embrace technology to improve efficiency within their firms. As a sitting board member with REV Birmingham and BBVA Compass, Taylor has been able to watch new companies establish a home and grow their brand in the city. Over the last couple of years, Taylor has participated in the revitalization in downtown Birmingham by purchasing a century-old warehouse building and establishing it as the new headquarters for MotionMobs. In the past, Taylor has served on multiple grant boards for non-profit efforts, including State Farm. With a strong background in programming and an Information Systems degree from UAB's School of Business, Taylor understands how to build and grow results-driven products, but her biggest skill is consistently bringing the best talent to the table.



FRANK YOUNG

MANAGING DIRECTOR |
SVERICA



Mr. Young is a Managing Director in Sverica's San Francisco office. He officially joined Sverica in January 2007, but had worked closely with the team since 2003 as the CEO of PsPrint, LLC, a prior Sverica portfolio company. Under Mr. Young's leadership PsPrint's revenues quadrupled and cash flows more than tripled. PsPrint was sold in 2011 to Deluxe Corporation (NYSE: DLX). Mr. Young is actively involved on the boards of portfolio companies Optiv (FKA Accuvant), Inpatient Medical Services, Synoptek and Syscon Justice Systems. Mr. Young is a former Director of Pivot Data Centres which was sold to Rogers Communications (TSE: RCI). Prior to partnering with Sverica on PsPrint, Mr. Young worked in San Francisco with another middle market private equity firm called Alpine Investors and in the Mergers & Acquisitions Group at Robertson Stephens. Mr. Young relocated to the Bay Area in 2000 after spending most of his life in the southeast. Born and raised in Alabama, Mr. Young received an MBA from the Fuqua School of Business at Duke University and a BA from Wake Forest University. Mr. Young has also received the designation Chartered Financial Analyst from the Association of Investment Management and Research / CFA Institute.



BRYCE YOUNGREN

MANAGING PARTNER |
POLARIS PARTNERS



Bryce Youngren is a Managing Partner of the firm, bringing more than two decades of experience to the portfolio. He joined Polaris in 2002 and now co-leads the firms' technology investing team with a strong personal focus on expansion and later stage Internet, software, and technology-enabled businesses services companies at a national and international level. Bryce currently represents Polaris on the boards of Cardlytics, Dealer Spike, Liaison International, Strata Health, The Roberts Group and Xpressdocs and has also served on the boards of Alimera Sciences (Nasdaq: ALIM), Cushcraft (sold to Laird Group), Digicert (sold to TA Associates), National Electronic Attachment (sold to Accel-KKR), and Research Now (sold to Court Square Capital Partners). Prior to joining Polaris, Bryce worked at Great Hill Partners, where he sourced and executed investments in SmartMail Services (acquired by Deutsche Post) and ManagedStorage International (acquired by Incentra Solutions) and served as a director on the boards of both companies. Previously Bryce served as an Analyst for Willis Stein & Partners in Chicago and for Bear Stearns & Co.'s technology investment banking group in New York. Bryce holds an MBA from The Wharton School at the University of Pennsylvania and a BA in economics from the University of Illinois at Urbana-Champaign.

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INVESTMENT BANKING

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Founders provides middle-market companies and their owners with the tools, information and business relationships necessary to make well-timed and informed transactions. The Founders team leverages its rigorous, process-oriented approach, years of experience as bankers and technology-company operators, and network of industry contacts to find solutions. Its

experienced team of professionals supports clients by positioning, negotiating and executing the sale or recapitalization of businesses to generate growth, liquidity or wealth diversification for its owners.

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