

## Who Am I?

**Innovative thinker:** I think “out of the box”. **Visionary builder:** I'm usually two steps ahead and able to capitalize on emerging trends. **Talented executor:** I make “the trains run on time”.  
**Versatile problem solver:** I can accomplish things with little more than will and determination.  
**Strong leader:** I'm compelling and thrive as a champion of teams. **Collaborative player:** I make the team better and cultivate its spirit. **Dynamic Communicator:** I'm engaging, entertaining and empowering. **Quick learner:** I'm gifted at understanding complex problems quickly. **Experienced financier:** I've raised capital in many forms across many situations. **Strong technical knowledge base:** I deeply understand how technology works and how it can be used for competitive advantage.

## What Is My Goal?

A leadership position within the management team of a company that's aiming to improve people's health, reliant on technology, struggling with complex operational or strategic issues, or in need of innovative growth.

## What Have I Done?

- Founded and served as Chief Technology Officer of the leading provider of DSL services in the Southeastern United States, growing from 2 employees to over 850 within 2 years by recruiting exceptional talent across the country, leading to an organization achieving a \$600M valuation.
- Led a team to design, produce, distribute, and maintain a catalog of medical supplies simultaneously existing in printed catalog, CD-ROM, and online formats resulting in increased sales efficiency, expanded market presence, and a sales channel that began generating \$1.2B in revenue within 3 years.
- Organized and chaired a state wide grass-roots group of citizens to defeat an MPAA-sponsored bill in the Tennessee state legislature.
- Designed, tested, implemented and deployed an industry lauded national ATM-backed DSL network comprising 200+ Central Offices, 45+ market points of presence, 4 exchange points of presence and supporting tens of thousands of high bandwidth broadband customers.
- Designed, tested, implemented and deployed one of the earliest intranet website systems for a leading worldwide communications company, spanning 40,000 pages and 25,000 users resulting in an 1200% ROI.
- Designed and developed an online retail presence for a top-5 retailer and Fortune 100 company in under 90 days, resulting in leading sales and profitability metrics.
- Led research, testing, and implementation of a technology platform change which reduced average processing time from 3 days to 2 hours.
- Authored a book on designing and deploying intranet based applications through a major technical publisher.
- Researched, tested, implemented, and deployed a change/configuration management system for over 100 developers spread across 4 application teams providing for higher productivity, greater security, reduced deployment time and a key requirement of Sarbanes-Oxley compliance for a publicly traded company.
- Negotiated and secured a strategic partnership with a leading real estate investment group to build the most advanced data center facility in the state of Tennessee, completing the \$2.75M center ahead of schedule and under budget at an equity cost of \$800,000.
- Produced and delivered presentations resulting in three rounds of funding producing \$71M in equity and \$300M in debt financing by venture funds and strategic partners providing successively increasing valuations and leading the state of Tennessee in non-manufacturing capital raised in 1999.

## Where Have I Recently Worked?

### **Co-Founder, Mentor with JumpStart Foundry • January 2010-Current.**

Founded community focused micro-fund alongside local venture capital firm. Helped recruit and establish initial pool of 20 mentors. Sourced potential deals. Provided framework for evaluating and awarding deals. Served as lead board member for first project to raise additional capital and assistant board member for first project to garner revenue. Engaged entrepreneurs and served as resource for sales, product development, technology support, branding, and marketing. Provided broader marketing and public relations support.

### **Co-Founder of HealthCampNash • January 2009-June 2009.**

Founded and led the planning, organization, sponsorship, and production of a nation-wide “un-conference” focused on health care innovation. Led key aspects of organizing the event, including recruiting content presenters, securing the keynote speaker, recruiting volunteers, securing production staff and facilities, and evangelizing community support. Raised more than half of the sponsorship financing.

### **Founder, Chief Executive Officer with Truu Health, Inc. • March 2007-September 2008.**

Founded and led a startup focused on reducing health care costs for small and medium sized businesses. Led all aspects of managing the business, including creating business plans, presentation and marketing materials; recruiting and hiring talent; negotiating capital raises and strategic partnerships; meeting with customers; speaking at industry conferences; managing technology development; designing, developing, and integrating product solutions.

### **Chief Technology Officer with Healthways, Inc. • June 2003-June 2006.**

Reported to the Chief Financial Officer. Responsible for evaluating and creating technology platforms, applications, methodologies, and strategy that achieved business goals. Implemented company-wide change control for Sarbanes-Oxley compliance. Managed IT audit compliance for Sarbanes-Oxley and HIPAA regulations. Led team to implement enterprise-wide project management office. Led project to overhaul IT management processes, governance, and budgeting. Changed technology platforms to keep pace with company growth. Assisted in corporate strategic planning, business planning of \$100M+ operations budget, mergers and acquisitions along with leading acquisition due diligence. Negotiated and led strategic partnerships with multiple vendors, including Oracle, Microsoft, Blue Cross Blue Shield Minnesota, Hawaii Medical Service Association, Premera Blue Cross, Philips, and Hewlett Packard. Evangelized and assisted in the company's entrance into new market segments, including wellness, international, US government, and direct-to-employer. Served on the Strategic Advisory Board. Served on the World Headquarters planning and design committee. Served on the Organizational Development and Design committee. Architected the IT infrastructure for US government and international operations.

### **Founder, President and Chief Executive Officer with Factory23, Inc. • January 2000-June 2001.**

Founded and led a startup focused on IT outsourcing for small and medium-sized business. Led all capital raising activities through \$2.6M in equity raised. Designed and supervised the construction of the most advanced data center facility in the state of Tennessee. Recruited entire senior management team. Negotiated strategic vendor partnerships for \$20M in vendor financing. Spoke at industry conferences as a leading expert on managed IT services.

## **Founder, Chief Technology Officer with BlueStar Communications, Inc. • May 1998-September, 1999.**

Founded and led a startup providing DSL-based broadband and ISP services throughout the southeastern US. Grew the business from 2 to over 850 employees. Personally opened the first 6 markets of expansion. Designed and deployed a multi-regional network infrastructure. Recruited personnel across the enterprise. Negotiated over \$300M in strategic vendor financing. Provided nearly 700% ROI to early investors upon sale of the company to a large national DSL provider for \$600M.

## **E-commerce Strategist & Developer with Service Merchandise, Inc. • February 1997-May, 1998.**

Member of a three-man team charged with developing Fortune 50 retailer's online strategy and the only member who had ever built a website previously. Reported directly to the CEO. Worked on all aspects from gathering requirements, designing the site layout and all graphical elements, sourcing the development framework, constructing the database schema, ETL of data from legacy systems into new database, developing the shopping cart and credit card processing modules, integrating with existing inventory and supply chain systems, and all systems administration.

## **Co-Founder of EnterMedia, Inc. • September 1996-May, 1998.**

Founded and led the business planning and technical implementation of a video gaming and entertainment content network ranked in the top 20 trafficked websites. Developed and designed all graphical elements, content management and applications. Built and administrated web based chat engine, IRC chat engine, competitive gaming ladder competition system, discussion forums system, advertising and sponsorship management system, and content management system for more than two dozen writers and editors. Administrated and engineered all web, application, database and administrative systems. Built hosting and network environment supporting multiple locations. Supported multiple hosted systems handling more than 2 million unique visitors a day.

## **Independent Consultant • 1994-1998.**

Led the implementation of a variety of technology based solutions for various companies. Built one of the first Intranet applications for a large telecom equipment provider, hosting over 20,000 documents. Built the e-commerce engine for the first major global music CD retailer, spanning over 300,000 titles. Built the search engine and text parsing engine for a governmental regulatory agency, processing tens of thousands of documents and millions of searches per year. Built the user tracking system for one of the first online magazines. Built a database driven print catalog for both a medical equipment distributor and a content publisher, containing ten's of thousands of SKUs, images, and descriptions. Built a training and courseware administration database for a large hospital management company. Built a contact management and fund raising tracking system for one of the largest foundations in the US. Built a marketing tracking system for one of the largest trade organizations in the US. Built a technology demonstration project for one of the largest computer manufacturers in the world.

## **Education And Certifications.**

USA Hockey Youth Coaching Certification, 2002.

USA Hockey Officiating Certification, Level 3, 2002.

Cisco Certified Networking Professional (CCNP), 2002.

Microsoft Certified Systems Engineer + Internet (MCSE+I), 2000.

Certified Microsoft Engineer (CME), 1992-1995.

Certified Novell Instructor (CNI), 1992.

Mass Communications Studies, Middle Tennessee State University, 1990-1992.

Certified Apple Systems Engineer, 1990.