

JACK B. BLOUNT OPTIMIZING MARKET POTENTIAL WITH VISION, STRATEGY, EXECUTION, AND TECHNICAL ACUMEN

840 Benjamin Place • Park City, Utah 84036 • 435-513-5566 • jack@jackblount.com

PROFESSIONAL EXPERIENCE:

Turnaround Chief Executive Officer who has repeatedly delivered rapid growth and multi-million dollar outcomes in the highly competitive technology industry for both public and private organizations. Charismatic leader with proven success in unifying companies around a strong vision, backed by strategic goals and operational excellence. Consistent background of infusing organizations with an entrepreneurial culture, with extensive international and cross-cultural experience, encompassing North America, Europe, Latin America, China, Russia and the Middle East. Moves easily among multi-functional and multi-cultural teams with a unique background and success in all departments, from engineering to sales. A recognized public speaker who has presented at conferences around the world to audiences of a few hundred to several thousand. Noted for...

- **Exceptional Revenue Growth** – Reversed declining revenues of a highly leveraged, private equity-owned enterprise, propelling sales growth of 300% from \$22M to \$70M in three years, transforming company from #5 in the industry to #1 as CEO of Dynix Corporation.
- **Product Development and Operating Efficiency** – Designed, developed and launched a next generation Java-based Cloud solution suite, while at the same time reducing overall headcount by 20% and tripling EBIDTA.
- **Government Financial and Technical Success** – Designed and implemented organization and technology transformation of large government agency using SAP, Oracle e-Business, Peoplesoft moving to a PaaS Cloud solution.

Executive Leadership that Builds Companies and Shareholder Value

- Strategic and Tactical Planning
- Turnarounds, Government and F500
- Sales and Marketing Vision and Execution
- Team Building and Leadership
- Joint Ventures and Strategic Partnerships
- M&A Strategy, Due Diligence and Integration Management
- Staff Development, Modification and Training
- P&L Management
- Global Operations Management
- Business and Market Expansion
- Product Development and Launch
- Multi-site Operations
- Process Improvement
- Information Technology Management
- Cost Reductions
- Quality Control
- International Sourcing
- Federal Regulatory Compliance

A Career of Taking Innovative Concepts to Market, Driving Profits, and Building High Performance Teams

Graduated Southern Methodist University in Dallas, Texas
Bachelor degree in Math with graduate MBA studies at IBM's Watson Institute

Broad Experience in Strategic Management for Dramatic Growth in Turnarounds, Public Companies, Government, and Startups in Worldwide Markets

2013-Current

United States Department of Agriculture New Orleans, LA

USDA is the fifth largest government agency with an annual budget of approximately \$150 billion with seventeen agencies and twelve staff offices. USDA would rank among the top fifty corporations in the world. The complexities and challenges are therefore some of the most complex from organization, to financials, to information technology.

Chief Information Officer & Director of Information Technology

- Direct report to the CFO with responsibility to evaluate all aspects of financial operations, information technology, customer support, and organizational structure.
- Worked with key staff to help establish USDA as the fourth certified Federal Shared Service Providers (FSSP) for Financial Systems.
- Designed and implemented a state of the art Cyber Security architecture for two data centers and headquarters.
- Worked collaboratively with CFO and SES management providing leadership, business and IT consulting to transform an aging organization and IT infrastructure into a highly competitive, flexible, cost saving solution including Cloud technology, re-organization around customer, culture transformation, and new market growth.
- Provided a three year strategic roadmap for transforming USDA OCFO from a back-office financial management organization into a customer focused FSSP including organization and information technology to reduce costs while increasing effectiveness and efficiencies.
- Designed and implemented a state of the art customer service enterprise software system using ServiceNow to dramatically improve the tracking and customer visibility of open issues.
- Designed, staff and implemented a Business Office utilizing existing in-house resources to transform the average response time on customer incidents from nine months to under twenty-eight days and reduced the backlog of incidents from over nine hundred to under less than eighty.
- Designed a new hardware platform capable of increase SAP performance and reliability by more than 20X while at the same time reducing operating costs for IT.
- Worked to improve the reliability and performance of SAP, Oracle e-Business, Oracle PeopleSoft HMC.
- Implemented a broad and dramatic new cyber security architecture to address the rapidly growing threats from China, Russia and other government sponsored attacks.

2012-2014

Bold Star Ventures, LLC

Dallas, TX

Bold Star Ventures is a venture capital and business consulting firm focused on disruptive technologies in the areas of cloud computing, big data, mobile computing, cyber security, and oil & gas.

Founder and Managing Partner

- Created the vision and market strategy for investing in the markets that will produce the most dramatic impact on businesses around the world
- Worked directly with institutions and government agencies raising investment capital through limited partners
- Evaluate investments in early stage and venture growth information technology companies
- Engaged with several corporations providing market analysis, leadership, business and IT acumen to create new market growth, operating efficiencies and market
- Consultant to large corporations on financial, payroll, human resource, retail technology solutions.
- Consultant to large corporations on state of the art cyber security technology solutions.

2005-2012

Alpha Bay Corporation

Salt Lake City, UT

Alpha Bay Corporation is an enterprise software company designing, developing, selling, and supporting real-time solutions for retailers providing mobile, cloud: POS, CRM, Inventory Management, and Cyber Security products.

Chairman, President and CEO

- Architected and designed revolutionary mobile, cloud, real-time technology solutions that transform retailing to meet the needs of ecommerce, Internet and social media while providing end to end data encryption and cyber security technology.
- Self funded company for first year and developed business plan raising over \$20M in equity investment
- Led sales effort to win F100 customers such as AutoZone (the world's largest auto parts retailer with six thousand stores worldwide), and Albertsons (firth largest grocery store retailer with twenty-four hundred stores in the US).
- Provided executive program management for IT implements at Albertsons, AutoZone, and Dish Networks.
- Designed and managed data center to meet the performance and cyber security challenges of huge corporations doing billions in annual transactions
- Created strategic partnerships with several F100 companies including Verizon and IBM
- Architected and implemented a strategic partnership with Dish Network, which lead to the strategic sale of company

2002-2005

Dynix Corporation

Provo, UT

Dynix Corporation was an enterprise software company providing a specialized ERP system to public, private, academic and corporate libraries around the world.

Chief Executive Officer, President and Board of Directors

- Recruited by Private Equity firm to turnaround a failing investment in a twenty year old software company
- Designed and implemented a strategic 3 year turnaround vision and operations plan, which included the design and development of a next generation cloud-based, real-time solution
- Researched, contracted and managed a 25-person Russian outsourcing team that achieved recognition in the industry as the most successful cross continent SCRUM development project in the world
- Grew new sales by over 300% in three years in a flat worldwide market to achieve \$70M in annual revenues
- Designed and implemented a rich cyber security architecture
- Full P&L responsibility for worldwide operations with 8 international offices
- Directly managed IT infrastructure to support hundreds of customers in our secure data center providing Cloud solutions worldwide
- Transformed company from a three-year revenue decline and 5th in its market to the #1 vendor worldwide
- Designed the marketing expansion into a new market with international success in China and the Middle East
- Grew customer base 32%, from 11,000 to 14,500 customers worldwide
- Hired and established General Managers for APAC and EMEA
- Reduced employee headcount from 454 to 389 employees, increasing revenues per employee by over 40%

2001-2002

Raindance Communications

Louisville, CO

Raindance Communications was a public company designing, developing, selling, and supporting a voice, video and data conferencing solutions for worldwide users.

Chief Operating Officer, Chief Information Officer, and Board of Directors

- Recruited by Board of Directors to design and implemented a successful turnaround strategy as public company stock was in free fall due to negative EBITDA
- Full responsible for Sales, Marketing, Engineering, Operations, Information Technology, and Customer Support worldwide
- Developed new business plan to leverage both audio, video, and data conferencing in a new integrated service offering
- Led the redesign of our data center to achieve higher performance and enhanced cyber security for our customers confidential information
- Transformed company from a \$10 million per quarter burn-rate to a \$1.3 million EBIDTA profitability for Q1 2002, and 25% quarter-over-quarter revenue growth

- Complete P&L responsibility for the company achieving \$40 million revenues in 2001 and \$70M run rate for 2002
- Launched new Channel Sales and a new Strategic Alliance program
- Grew stock valuation by over 400% from \$1.35 per share to over \$6 per share
- Reduced employee turnover from 44% annually to less than 5% in 2002

2001

US Data Authority, Inc.

Boca Raton, Florida

US Data Authority was a distressed startup offering low cost T-1 lines to the SMB market using dark fiber purchased in bulk from major telecommunications companies across the United States.

Chief Executive Officer, President and Chairman of the Board

- Recruited by the Board of Directors to design and implemented a successful turnaround
- Took the company public through a reverse merger to gain working capital when the IPO market and ventures capital markets were largely closed
- Managed system technology development team for 40-city network implementation of ATM backbone with multiple carriers and full network redundancy
- Developed and launched Content Delivery and Online Data Storage strategy through a strategic partnership with Fujitsu to move company into a full service Business Internet Provider
- Designed, implemented, and managed a top security data center servicing thousands of customers storage of critical data in our Cloud, SAN solution center
- Planned and implemented a new sales and marketing team and strategy, which grew sales from \$2 million to \$11 million in six months.
- Grew stock price by over 300% from \$1.20 to over \$4 a share

2000

TeleComputing, Inc.

Fort Lauderdale, Florida

TeleComputing was the first SaaS company offering Enterprise Resource Planning financial solutions to the mid-tier market.

Chief Technology Officer, EVP of Marketing & Engineering, and Board of Directors

- Recruited by the Board of Directors to design and implement a successful turnaround
- Developed and implemented new product strategy transforming company from Microsoft Office ASP to a full service SaaS solution offering ERP and other services
- Launched a vertical marketing and sales strategy that grew sales 160% of forecast to achieve \$38M in revenues
- Worked as partner with CEO for the strategic plan and implementation of a successful IPO offering on the European stock market that raised \$18.28M and achieved a market valuation of \$234M
- Supported customers on SAP and Oracle e-Business financials in a turnkey Shared Service Provider solutions
- Developed and implemented a complete architecture transformation from NT v4.0 to Windows 2000 using Active Directory Services
- Designed and moved our IT infrastructure out of a local facilitate into a 2,000 foot secure caged environment inside a MCI datacenter
- Launched a worldwide partnership and product launch with Microsoft Corporation
- Architected and launched, Powered by TeleComputing™, an OEM product offering for telecommunications companies wanting to add application services

1999

J. D. Edwards, Inc.

Denver, Colorado

J.D. Edwards was a public financials and inventory management company who competed directly with Oracle Corporation and SAP Corporation with customers all over the world.

Executive Vice President e-Business Business Unit

- Recruited by the Founder and Chairman of the Board
- Complete P&L responsibility for a new business unit
- Responsible for all e-business sales, marketing and development

- Developed and announced e-business strategy to transform company from client/server architecture to distributed computing Internet solution implementing XML and Enterprise Java Beans to make the system open and flexible
- Managed e-business sales force generating \$90 million dollars in new sales
- Formed strategic partnerships with IBM, Microsoft and HP
- Managed the acquisition and development of the Numetrix supply chain management software solution

1994–1998

MobileWare Corporation

Plano, Texas

MobileWare was at the time called 21st Century Networks and was a failing technology startup developing solutions for the analog cellphone market.

Chief Executive Officer, President and Board of Directors

- Recruited by venture capital investors to turnaround a three year old startup that had not yet shipped a product
- Complete responsibility for vision, strategy, operations
- Architected and implemented MobileWare and WebMirror communications servers as the technology leaders in wireless data and Web solutions marketplace
- Designed and implemented a real-time cyber security architecture in the MobileWare products and protocols
- Designed and implemented the first internet based, wireless network integrated server farm for hundreds of customers
- Designed and implemented the first wireless communications protocol to transmit critical data encrypted and compressed over wireless cellular networks
- Established exclusive OEM sales program and executed contracts with Informix Corp (worldwide), Nokia (Europe), Bell Mobility (Canada), and Itochu/CTC (Japan)
- Managed company as cash flow positive from 1996-1998
- Grew sales from zero to over \$15 million in revenues
- Successfully negotiated the strategic sale of the company to Itochu Techno-Science Corporation

1993

Borland, Inc.

Scotts Valley, California

Borland was a public software company competing with Microsoft, Lotus and others. Borland developed numerous software solutions including spreadsheet, database, and compilers.

Chief Operating Officer and Board of Directors

- Recruited by the Chairman and CEO, Philippe Kahn
- Full P&L responsibility with \$450M in annual sales
- Direct responsibility for sales, marketing, development, legal and communications
- Developed and executed turnaround strategy that quickly resulted in increasing stock price from \$12 to \$23 per share
- Dramatically increased sales by 32% quarter-over-quarter
- Developed a successful defense strategy for Lotus 1-2-3 lawsuit
- Launched several new product releases including Quattro Pro

1987–1993

Novell, Inc.

Provo, Utah

Novell was a public company selling hardware and software to the SMB market. Novell competed directly with Microsoft, Banyan and 3Com in the network solutions market.

Senior Vice President

- Recruited by Chairman and CEO, Ray Noorda as a direct report
- Assisted in the dramatic growth of Novell from \$80 million to \$2 billion in sales, and employee growth from 800 to 16,000
- Developed and implemented strategic plan to shift from a hardware company to a network operating system software company

- Developed strategy to expand Novell internationally, opening Novell Europe and Novell KK in Japan, with complete P&L responsibility, growing international sales to over \$500 million and 48% of revenues in just three years
- Created Novell's Strategic Partnership & OEM programs with P&L responsibility, growing OEM revenues from zero to over \$400 million in two years
- Created Novell's Developer Relations Program and the famous BrainShare Developers Conference growing attendance to over six thousand registered partners, shipping more than one thousand value added applications for the NetWare operating system
- Key executive to lead the strategy and implementation of the acquisition of several companies including Excellan, DaVinci Systems, and the \$300 million acquisition of USL from AT&T as first step in a new open systems strategy

1980–1987

IBM Corporation

Dallas, Texas

IBM was the dominant computer company in the world in the 70's and 80's with 70+% market share.

Network Engineering, Sales and Marketing

- Formed the first central technical support center for the PC, replacing the previous expensive field support system and saving the company millions of dollars, while increasing customer satisfaction from 70% to 98%
- Worked on market requirements and launch teams for several new products including: System 23, System 36, IBM PC, OS/2, PS/2 Systems, DB2, and the Token-ring network
- Worked on engineering teams that developed System 23, Personal Computer, Token-Ring networking, DB2, OS/2 and LU6
- Worked on the original version of SQL called System R, which later become DB2

1971–1979

JCB Development, Inc.

Columbia, Missouri

JCB was a boutique, custom software and systems development company.

President and Founder

- Developed mainframe communications application add-ons and solutions
- Evaluated and designed network monitoring and performance enhancements solutions for F100 customer data centers

Board of Directors

- DaVinci Systems, Inc., privately held company, 1989-91
- Borland Corporation, public company, 1993
- MobileWare Corporation, privately held company, 1994-98
- AnswerSoft Corporation, privately held company, 1993-95
- US Data Authority, public company, 2000-01
- TeleComputing, public company, 2002
- Dynix Corporation, privately held company, 2002-2005
- SirsiDynix Corporation, privately held company, 2005-2007

Family

Married to my wife, Cindy with three children: Kelley, Jackson and Connie.

Hobbies

Water skiing, boating, horseback riding, snow skiing, snowmobiling, motorcycle riding, ATV riding, and golf.

Citizenship

United States

