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## **Summary Qualifications**

Executive roles at multiple successful growth companies  
General Management experience at a Fortune 100 company  
Multiple successful M & A transaction and an IPO, at above market investor returns

## **Professional Experience**

**Janlie Partners, Managing Director** July 2015 – Present. Providing strategic advisory services. Engagements include Private Equity Client projects on acquisition opportunities and development of strategic growth plans for companies.

**Cirro, Inc. Interim CEO** January 2015 – June 2015. Cirro is a Big Data and Analytics Software company focused on the infrastructure market. The company's Universal Data Network product with associated Data Hub, Data Agents, and Data Analyst components is designed to solve problems from disparate data sources in large enterprise size customers.

**Eccentex, Inc. CEO** 2011- 2014 – Eccentex is a Cloud Computing PaaS (Platform as a Service) and SaaS (Software as a Service) Company. Drove the development of an industry leading product line of AppBase and AppTemplates which were recognized by industry analysts Gartner and Forrester. Grew revenue and the customer base by over 350%, strategic alliance partners from 1 to 6, and raised investment capital from the venture community and debt providers.

**Marlin Equity Partners, M & A Consultant** 2010. Developed an investment thesis, completed industry analysis, and outlined a strategic plan. In collaboration with partners, reviewed a target company's book of materials, participated in management team presentations, formulated a bid, and worked on due diligence.

**HireRight, Inc.** 2004 – 2009 - HireRight is a technology enabled Software as a Service (SaaS) business, providing Information as a Service (IaaS) offerings. Contributed to growing the business from \$ 20M to \$ 182M in revenue, launching an IPO on NASDAQ at 18X EBITDA, and being acquired for a 93% price premium and 25X EBITDA. Participated in corporate strategy, business plan development, operational profit initiatives, and M & A strategy.

**President and CEO** 2009. Responsible for approximately 800 employees and 200 off shore dedicated headcount in 7 operating centers worldwide, \$ 182M in revenue from 24M transactions, and \$ 23M in EBITDA. Key accomplishments were the merger of two equal sized businesses, acquiring another company which added a significant adjacent product line extension, and establishment of a software development subsidiary off shore.

**Vice President of Worldwide Sales and Field Operations** 2004-2008. Responsibilities included company revenue plan, functional department budget of \$ 15M, and headcount of 142. Grew market share to over 30% of the Fortune 100, 23% of the Fortune 500, and 10% of SMB. Established presence in APAC and EMEA international markets.

**SPSS, Inc. (IBM) Director of Business Development** 2003. SPSS is a leader in the software business intelligence and predictive analytics market. Established strategic alliance partnerships with Oracle, PeopleSoft, IBM, and Sybase. Developed strategic alliance go to market plans, sales team engagement processes, and partner compensation systems.

**I2 Technologies, Inc., Vice President of Sales, High Tech Industry.** 2002-2003. I2 is a software company focused on the supply chain management market with offerings in traditional software delivery, Software as a Service (SaaS), and operational outsourced personnel. Within Fortune 1000 accounts, responsible for servicing companies in the technology industry segment including Apple, Cisco, Applied Materials, and Toshiba.

**@themoment, Inc., VP of Sales & Business Development** 1999-2001. @themoment was a Software as a Service (SaaS) provider of solutions for internet based trading marketplaces. Landed Fortune 1000 accounts including Reliant Energy, IBM, Williams Controls, and TXU. Established strategic alliance partnerships with Accenture and Cap Gemini.

**Skills Online, Founder and CEO** 1996-1999. Skills Online was a multimedia based software business delivering content via the internet, corporate intranets, and CD-ROM. Accomplishments included business model development with go to market plans, building a team, acquiring technology/products, licensing content, and launching an online ecommerce site. Built the product line from 1 to 17. Established major customers including Price Waterhouse Coopers, Boise Cascade, State Street Bank, and Blue Cross Blue Shield. Led the company through an acquisition process, as part of a 5 company merger rollup.

**Creative Multimedia, VP of Sales and Business Development** 1994-1995. Creative multimedia was a software business delivering content via the internet, corporate intranets, and CD-ROM. Contributed to corporate strategy including deciding on the company's target market segment, developing go to market plans, and acquiring several rounds of equity financing. Results were revenue growth of 358% in 22 months sourced from the top 10 PC manufacturers, top 3 resellers, and major retailers representing over 12K storefront locations. Built the company's international business in APAC and EMEA. Contributed to the company being acquired for a premium of 5.3X revenue multiple.

### **IBM Corporation 1980-1993**

**Business Unit Executive, General Manager.** Profit & Loss responsibility for the entire IBM product line of software, services, and hardware. General Management responsibilities included sales, strategic alliances/channel partners, teleservices center, finance, and community relations. Major accomplishments included changing the unit's go to market strategy from primarily a direct model with eroding profit margins to a blend of teleservices, business partner alliances, and direct. Results were an increase in operating profit to 11% from the previous year's losses.

### **Previous IBM positions with potentially relevant experience:**

**Project Executive** – Developed the strategic go to market plan for IBM's western area's \$ 558M software business.

**Product Marketing Manager** – Led new product launches, lead generation programs, beta programs, and focus groups.

**Executive Loan Program** – Developed a 3 year business plan for IBM business partner, Application Business Systems.

**Sales Management** – Enterprise sales for a variety of industries.

**Financial Planning Analyst** – Developed and monitored a \$ 2B Business Unit's.

## **EDUCATION**

Masters of Business Administration with a focus on Finance/Strategy, University of Southern California (USC)

Bachelor of Arts, Mathematics, University of California at Los Angeles (UCLA)

IBM and Harvard Business School courses in leadership, management, and team building

Board of Directors Leadership Certification, Forum for Corporate Directors.

### **Community**

Lecturer, University of California Irvine (UCI), Paul Merage School of Business

Member of the Forum for Corporate Directors