**Clint Harder**

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**DIRECTOR AND VP: Product Management, Technology**

Accomplished product management professional with over 15 years of experience managing software and services product lifecycles from development through launch and marketing. Multiple successful product launches and product retirements at startups, mid-market, and enterprise organizations. Strong technical and business skills with a relentless focus on customer requirements, fitness of products for sales channels, and competitive differentiation. Zealous adherence to agile product development.

Product Management and Strategy – Product Vision and Roadmaps – Competitive and Market Analysis  
Technology Products and Services – Pricing Strategies – Profit and Loss – Agile Product Development  
Requirements Gathering – Use Cases – Strategic Partner and Customer Negotiation – Presentations  
Agile Software Development – Software Engineering Management – SaaS Delivery Models

**PROFESSIONAL EXPERIENCE**

**TDS Hosted and Managed Services (HMS), 2009 - Current**$150 million division of Fortune 500 Telephone and Data Systems, providing colocation, hosting and cloud services (SaaS and IaaS) to mid-market companies

**Vice-President of Product Strategy**

Spearheaded overall product strategy and development for HMS division, including business plans, roadmaps, acquisition strategies, and integration plans. Developed product line strategy to maximize square foot revenue for colocation data centers. Researched and solicited acquisition candidates and conducted acquisition due diligence and post-acquisition integration of products and operations. Developed sales channel acquisition strategy and developed product features to align to new sales channels. Built team of 15+ developers, technical architects, product managers, program managers and other team members through integration of new hires with existing acquisition company resources. Accelerated SOC, HIPAA, and PCI compliance. Enhanced Cisco, EMC, and Microsoft strategic relationships. Principal public voice for analysts, press, and demand generation activities.

* Led growth from $0 to $150 million through acquisition and organic growth
* Retired first generation cloud product and implemented second generation cloud product appropriate to target market and sales channel
* Achieved product and operational certification to enable compensation of Cisco sales representatives for TDS HMS cloud solutions
* Consolidated multiple company operations to single operational framework, toolset and service catalog

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**The Corvid Group, 2009 - 2011**Business and technical consulting to IT service and solution providers.

**Principal Consultant**

Provided business and technical consulting to hosting and managed services providers. Areas of expertise included general business direction and trends, operational capabilities and improvements, automation strategies, pricing and service review, sales and marketing strategies, acquisition strategy, evaluation, and execution, and related growth initiatives. Emphasis on SaaS enablement for ISVs.

**CDW (Berbee Information Networks), 2000 – 2009**Regional IT solution and services provider for IT infrastructure. Acquired by CDW in 2006.

**Product Development Manager**

Directed the steady growth of the hosting and managed services division from $0 to $40 million (30% EBITDA) through the introduction of shared IT infrastructure services (cloud) and managed services. Focused on maximization of revenue per square foot of data center space. Optimized product offerings for existing sales channels. Analyzed market trends and set product direction for 1, 2, and 3 year forward operating periods. Conducted product education and integration with CDW. Revamped performance monitoring and reporting strategy and implemented new toolset. Primary negotiator for large outsourcing agreements. Managed team of Sales Specialists, Pre-Sales Engineers, and Technical Consultants. Negotiated contracts with key suppliers and sales channel partners, including IBM reseller agreement for services. Established technical and operational standards, increasing engineer efficiency and utilization. Evaluated new technologies for potential internal and customer use.

**Vestek Systems, 1996 - 2000**Software provider for financial portfolio analytics.

**Software Project Manager**

Directed a team of more than 25 software developers in the release of version 2 (client gui) and version 3 (web delivered) of the company’s flagship software platform. Conducted customer needs analyses, organized feature/function deliverables into defined release schedule, and implemented extensive pre-release testing. Energized development cycle to release version 2 within four months of joining after languishing in development for two years. Spearheaded migration to web based delivery method.

# EDUCATION

**B.S. Applied Mathematics (Statistics/Economics).**University of California, Berkeley

**Business Law, Civil Procedure, Contract Law, and Legal Writing/Research**University of Wisconsin Law School. (Dean’s List)

**Financial Analysis, Product Development, and Marketing**  
University of Wisconsin Executive Education