RESUME

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EXPERIENCE

1/04-11/14   EXECUTIVE VICE PRESIDENT PRODUCT DEVELOPMENT AND
MANAGEMENT (retired)

JDA Software, Inc. 14400 N. 87th St., Scottsdale, AZ 85260

Company officer reporting to the CEO, responsible for product vision and strategic direction, as well as the overall design, development, delivery and maintenance of JDA's product portfolio. During my tenure, the portfolio grew, primarily thru acquisition, from approximately 20 products focused on enterprise merchandise planning for retailers to over 140 products aimed at enterprise supply chain planning and execution. JDA's base of 3500+ customers included the largest manufacturers and retailers in the world. Most of the products were leaders in their respective market segments. Other key accomplishments during my leadership tenure included: (1) Establishment of a Center of Excellence in Hyderabad and Bangalore, India with over 2400 JDA employees in development, support and consulting. In 2013-14 the turnover was 6%; (2) Acquisition/Merger of several product lines and companies including two of the leaders in enterprise supply chain software — Manugistics and i2. Development staff and budget grew from approximately 250 to 1400 employees and $30M to $130M, respectively. Company revenues grew from around $250M to $1B; (3) Introduction of Agile design, development and delivery in 2006. Since that time all development at JDA has employed Agile methods. Has resulted in 95% on time/on scope delivery; and (4) In 2012 participated with other company officers in the sale of the company to New Mountain Capital ($3B cap) and subsequent merger with Red Prairie software.

8/03 -12/03   VICE PRESIDENT PRODUCT PLANNING

Geac Computing Company, 555 Briarwood Circle, Ann Arbor, MI 48108
(734) 994-6132

In August 2003 Geac acquired Comshare. In my role with Geac I reported to the CTO and was responsible for product vision, planning and management for their Performance Management product division worldwide. Left Geac to take a position with JDA Software.

8/97 – 8/03   SR. VICE PRESIDENT OF PRODUCT DEVELOPMENT AND CHIEF
TECHNOLOGY OFFICER

Comshare, Inc., 555 Briarwood Circle, Ann Arbor, MI 48108

Company officer reporting to the CEO, responsible for conceiving, executing, and promoting Comshare's strategic technology direction, as well as leading Comshare's product development, customer support, and e-learning organizations.   The combined group had a budget of approximately $14   million

and a staff of approximately 140 professionals responsible for product management, development, maintenance, support, documentation and technical training. During the 6-year period, the group produced a completely new web-based, performance management product line with 6 major applications, resting on a common multi-dimensional model and database structure. Additional responsibilities included: the identification and management of strategic technical alliances and 3rd party vendor relationships; and championing and communicating Comshare's product and technology directions at users' groups, trade shows, professional meetings and in professional journals and trade publications.

4/91- 8/97   DIRECTOR OF APPLIED TECHNOLOGY AND RESEARCH

Comshare, Inc., 555 Briarwood Circle, Ann Arbor, MI 48108

Reported directly to the CTO. Eventually responsible for six teams charged with identifying, designing, and developing Comshare's decision support tools and products. The product lines included (thick and thin) client, application server, and database server components running on a variety of platforms. Additional responsibilities included: promoting Comshare's strategic technological direction at technical conferences, professional meetings, and trade shows; and identifying and managing alliances with development partners.

4/84 – 4/91   DIRECTOR, ADVANCED PRODUCT DESIGN AND DEVELOPMENT

Execucom Systems Corporation, Austin, Texas

Led the design and development of "new" pc-based and (Unix) workstation decision support products and the integration of "leading edge" features into existing products. These latter features were used by marketing and sales as key differentiators between Execucom's products and those of its competitors. Responsible for the specification of Execucom's DSS products. Assisted in the conception and promotion of Execucom's strategic direction and vision. This included: serving as a member of the senior management strategic planning committee; authoring over 25 technical papers and publications; representing Execucom as a plenary and invited speaker at several International DSS, EIS and expert systems conferences; serving as program and panel chair at a number of professional meetings; serving as an associate and contributing editor of professional journals, and as chair and member of professional association committees.

3/83 - 4/84   TECHNICAL MANAGER, PRODUCT DEVELOPMENT
Execucom Systems Corporation, Austin, Texas

Managed a staff of software engineers involved in the enhancement, maintenance and conversion of Execucom's mainframe decision support packages including: IFPS, Optimum, Dataspan, and Sentry. The packages ran in over 30 operating environments. Additionally, responsible for the design and development of a new product called Dimension - a SQL relational database management facility for IFPS.

9/82 – 3/83   SENIOR RESEARCH ASSOCIATE, RESEARCH AND DEVELOPMENT
Execucom Systems Corporation, Austin, Texas

Designed and developed interfaces from Execucom's DSS packages and various statistical packages.

TEACHING AND CONSULTING POSITIONS (1969-1982)

Full time faculty member responsible for teaching undergraduate and graduate courses in statistics, research methods, mathematical and computer modeling at Old Dominion University, University of Maryland Baltimore County and University of South Carolina (1969 to 1982). During the same time-period served as a consultant to a number of private and governmental organizations including the World Bank, Center for Disease Control, New York University Medical School, Eastern Virginia Medical School and North Carolina Department of Mental Health. Voluntarily left teaching and research in 1982 to take my first position in enterprise software development (with Execucom).

EDUCATION

1974   Ph.D. in Sociology with minor in Mathematical Statistics
              University of North Carolina, Chapel Hill, N.C.

              National Institute of Mental Health Research Fellow
              Dissertation: *Feedback and Reciprocal Causation: Monte Carlo Study of the Small Sample Properties of Simultaneous Equation Estimators.*

1967   Masters in Sociology with minor in Mathematical Statistics
              University of North Carolina, Chapel Hill, N.C.

1965   Bachelors in Sociology
              University of North Carolina, Chapel Hill, N.C.

PROFESSIONAL ACTIVITIES

2017-Present   Advisor, Board Member. Teuvonet Technologies LLC. Startup
                company focused on the development of artificial intelligence
                and machine learning chips and SOCs for real-time analysis of
                data from sensory devices with the goal of detecting anomalies,
                failures, and providing emergency service or predictive
                preventative maintenance.

2015-Present   Independent Consulting. Provide expertise to consultancies, and
                private equity and other investment firms in the supply chain
                execution space including ISVs involved in sales, development
                and service of supply chain planning systems of record,
                warehousing systems, transportation systems, and retail
                management planning systems.

2015-2017   Dataffiti LLC. Principal. Blog focused on application of data
                mining, analysis and visualization of data focused on popular
                culture phenomena (a segment of digital humanities).

1997- Present   Co-Track Chair (with Alan Dennis Indiana Univ.), Internet and the Digital
                Economy, (IEEE) Hawaiian International Conference on Systems Sciences
                (HICSS). Proceedings can be found at:
                computer.org/csdl/proceedings/hicss/index.html

2011-2015   HICSS Tutorials: (2011) Digital Traces and Trails: Extracting Intelligence from the
                Collective Interactions of Web and Mobile Users; (2012, 2013, 2014) Social
                Media Mining and Analysis; (2015) Visual Mining and Analysis of Social Media.

1988-2006   Member of the Industrial Advisory Board, Information Systems

Program University of Georgia, Athens, Ga.

2001-2006   ITAA InfoSec Committee

1997-2005   Research Fellow. International Center for Electronic Commerce
                 Yonsei University, Seoul Korea

2001-2004   Advisory Board, International Academy of Advanced Decision Support.
                 Peter Kiewit Institute, University of Nebraska.

1996-2004   DCI Data Warehouse Conference, Session Speaker
                 Web and other Advanced Technology Topics

1998-2000   Internet World, Top 10 Session Speaker. New Database Technology for the
                 Dynamic Web and Intranet and Extranet Data Warehousing

COMPUTER-IT RELATED PUBLICATIONS AND PAPERS (1995 - Present)

Submitted   "Two-Sided Value-Based Music Artist Recommendation in Streaming
                 Music Services." By Ren Jing, Robert Kaufmann, and Dave King.

2018   "Knowledge, Innovation, and Entrepreneurial Systems at HICSS." Co-
                 Author with Murray Jennex et al. Communications of the Association for
                 Information Systems. Forthcoming at: http://aisel.aisnet.org/cais/.

2018   Electronic Commerce 2018: A Managerial and Social Networks
                 Perspective (9th Edition). Co-Author with E. Turban, J. Outland, J. K. Lee,
                 and D.C. Turban. Springer.

2017   Introduction to Electronic Commerce and Social Commerce (4th Edition).
                 Co-Author with E. Turban, J. Whiteside, and Jon Outland. Springer.

2016   "Measuring the HICSS Influence." By Jason Portenoy, David King,
                 Robert Mason, Hans Jochen Scholl, Jeff Hemsley and Jevin D. West.
                 http://scholar-dot-eigenfactor-dot-
                 org.s3.amazonaws.com/hicss/HICSS_50.pdf.

2015   Electronic Commerce: A Managerial and Social Networks Perspective
                 Co-author with E. Turban and J. Lee. Springer.

1999-2012   Electronic Commerce: A Managerial Perspective. Co-authors E. Turban, J. Lee,
                 and H. Chung. 7 editions starting in1999 Prentice-Hall. Many of these editions
                 had a number of international versions in other languages.

2008 & 2011   Business Intelligence: A Managerial Perspective.
                 Co-author with E. Turban, R. Sharda, and Dursun Delen. Prentice-Hall.

2003,2009,   Introduction to Electronic Commerce
2011   Co-author with E. Turban. Prentice-Hall.

2003   Strategy Gap. Co-author with Michael Coveney, Brian Hartlen, and Dennis
                 Ganster. Wiley.

2000   "Web Warehouses: Business as Usual." DM Review. May.

                 "Intranets: The Web within an Enterprise." The Handbook of Electronic

Commerce. Academic Press. (Ed) Mike Shaw.

1998   Internet and the Digital Economy. <u>Decision Support Systems</u>.
            Special issue co-edited with Robert Blanning.

            "Comshare Inc.: Putting Decision Support Technology to Work for Effective
            Decision Making." Co-authored with Doug Hockstad. In <u>Decision Support in the
            Data Warehouse</u>. (Ed) Paul Gray and Hugh Watson. Prentice Hall.

1997   "OLAP Agents: Monitoring the Data Warehouse." <u>Data Base Management</u>, (1-8)

1996   "Intelligent Executive Information Systems,"
            <u>IEEE Expert: Intelligent Systems and Their Applications</u>,
            With Dan O'Leary, December 1996, pp. 28-35.

            "Software Agents." <u>Data Management Review</u>, September, pp. 52-53

            "Fortune 500 on the Web." <u>IEEE Proceedings of 29th Annual HICSS Conference</u>

            <u>Organizational Intelligence: AI in Organizational Design, Modeling and Control</u>.
            Edited with Robert Blanning. IEEE Computer Society Press.

1995   "Intelligent Support Systems." In <u>Decision Support for Management</u>.
            Ralph Sprague and Hugh Watson, Prentice Hall.

            "Competitive Intelligence, Software Robots and the Internet: The NewsAlert
            Prototype" with Kirk Jones, <u>IEEE Proceedings of 28th Annual ICSS Conference
            on Systems Sciences</u>, pp. 624-631.

            "Bridging the 4th &5th Generations: Linking Relational Data Bases with Expert
            Systems." <u>Decision Support and Executive Information Systems</u>. Prentice-
            Hall.