

DENNIS J. CAGAN
BOARD OF DIRECTORS BIOGRAPHY

5020 SAGE HILL DRIVE ■ CARROLLTON ■ TX 75010
(805) 570-1000
DENNIS@CAGANCO.COM



OBJECTIVE

Dennis Cagan is a seasoned board director and CEO with an extensive background in creating and growing early to mid-stage technology-based companies. He has served on over sixty-five for-profit corporate boards, including several publicly traded companies. Mr. Cagan would welcome the opportunity to discuss how a progressive mid-size to large company, with interest in growth, technology, emerging digital business models and world-class governance, could benefit from his wealth of experience in governance, and high technology, including Internet, social media, and cybersecurity.

KEY STRENGTHS AND ACCOMPLISHMENTS

Mr. Cagan comes to a board position with a proven track record, primarily in technology-focused or driven enterprises, of quickly grasping the fundamentals and driving innovation, and best-practices in utilizing technology and governance to enhance enterprise value and reduce risk. He is intimate with an exceptionally broad spectrum of technology from its inception through the most cutting-edge deployment, including: cyber-security, Internet-related infrastructure, messaging, e-commerce, social media, and web services; mobile applications; and enterprise software, IT, hardware, services, and systems. In addition to the vast breath of his technology experience, he is considered to be expert in B2B and multiple distribution channels. He also has direct experience in turnarounds, cleanups, M&A, and business/technology spinout situations.

Some examples of Director, Chairman (and/or CEO) leadership experiences:

- Founded his fifth company, built to \$50MM in five years, took public on NASDAQ and sold to a larger public company. [Revenues: yr. 1 \$1.5MM, yr. 2 \$6.5MM, yr. 3 \$12MM, yr. 4 \$22MM, yr. 5 \$36MM, yr. 6 \$50MM]. Listed #32 in inaugural Inc. 100.
- As a Board Director was drafted as interim President & CEO of public Internet marketing company, by controlling shareholder SoftBank. Within four months he revised strategy, renamed company, brought in \$10MM in new equity capital, moved the company from San Diego to Boulder, integrated two acquisitions, initiated two new acquisitions, closed the industry's largest volume sales contract to date, hired a new President & CEO, and moved NASDAQ market cap to \$1B from \$100MM. It was later sold to a larger public company and is now part of Google.
- As a Lead/Presiding Board Director advised the founder & CEO of a private Internet consumer information company on the steps necessary to sell company. During two year period annual revenues went to \$60MM from \$22MM, profits were up, experienced executives were added, established strong corporate governance, and sold the firm to a larger public company for \$63MM cash.
- As a Board Director of early-stage Internet infrastructure company was drafted as interim Senior Vice President of Worldwide Sales and Marketing. During one year helped management complete a key merger, built a complete sales and marketing infrastructure in the USA and Europe. Closed contracts with numerous large high-profile Internet Service Providers globally. Stepped down from position, remaining on the Board. Within three years the company was public on NASDAQ with a market capitalization of \$6.5B.
- As a Board Director and seed investor partnered with a founder to incubate an original product concept medical robotics company. The firm developed and manufactures the only Class II telemedicine remote presence medical devices of their kind on the market that are FDA-cleared for active patient monitoring in high acuity clinical environments. Company successfully completed two 'up' venture capital rounds prior to his resignation.
- As a Board Director was drafted as interim Chairman, President & CEO of an insolvent public company (with no working capital) delivering workplace skills training via an encrypted satellite TV network and

Internet LMS, concentrated in healthcare, law enforcement/security, emergency medical services (EMS) and oil and gas. In 25 months raised a total of \$13.5MM in new debt and equity capital under difficult circumstances, re-built employee morale and customer confidence, reorganized operations, cut and offset expenses, renegotiated major vendor agreements, dealt with 800 irate debtor-vendors, reduced headcount by 42%, re-initiated marketing, rebuilt flagging brands, developed important strategic alliances, added valuable new Board members, added new strategic business initiatives and revenue sources, and completed the company's first acquisition in 12 years. Company went from \$6MM in annual losses to fundamentally break even.

- CEO/President/COO of 12 companies. As Executive or Board Member helped raise millions of dollars for ~36 companies and participated in ~12 M&A transactions. Last public company, as Chairman/CEO/President was fully Sarbanes-Oxley compliant.
- Extensive experience as a Director dating to 1968 when he co-founded his first company, which developed remote access computer application software. Served on 65 corporate boards (including ten public), and directly recruited dozens of exceptionally accomplished high-level and notable candidates to join Boards of Directors (and Advisory Boards).

BACKGROUND

- Attended University of California at Los Angeles, Majored in Economics
- United States Marine Corps Reserve '65-'71, Honorable Discharge
- 1979 keynoted the first COMDEX trade show in Las Vegas
- 2011 elected to the IT Hall of Fame - administered by CompTIA
- 2013 honored by NACD & Dallas Business Journal as one of 12 Outstanding Directors in North Texas
- 2013 keynoted first Private Company Governance Summit, Washington, D.C., also spoke at Conference in 2014, 2015, 2016 & 2019
- Authored an extensive bibliography of articles in a variety of trade magazines including Directors & Boards, NACD Directorship, Family Business, and Private Company Director. Authored the book *The Board of Directors for the Private Enterprise*, published by AuthorHouse in Q2 2017.
- Active on advisory board of Institute for Excellence in Corporate Governance: UTD (Board)
- Instructor at SMU Cox School of Business BLC: "Board of Directors and Governance 101"
- Dennis and his wife Angelia (both formerly from Santa Barbara, CA) have four daughters and live in the Dallas area with their youngest (16 yrs.)
- www.LinkedIn.com/in/DennisCagan & www.caganco.com



THE COMPANY HE KEEPS

Mr. Cagan is honored to have served on boards with fellow directors who also serve on (or previously served on) the boards of many respected companies including: General Motors, Raytheon, Ford, Eli Lilly & Co., Hughes Aircraft, New York Times Co., Hewlett Packard (pre-problems), R.R. Donnelly, Novell, Tenet Healthcare Corporation, Live Nation, Windstream, Zynga, Reliant Energy, Bergen Brunswig (now AmerisourceBergen), 3Com Corporation, The Hartford Financial Services Group, Inc., Texas Instruments, Inc., Juniper Networks, Citrix Systems, Dr. Pepper Snapple Group, Inc., Pandora Media, Paymentech, Molson Coors Brewing Company, National Venture Capital Association, Stamps.com, Silicon Valley Bancshares, Ascend Communications (acquired by Lucent Technologies), Match.com, Dallas Semiconductor (acquired by Maxim Integrated Products), Yammer, Healtheon/WedMD, Cypress Semiconductor, California Pizza Kitchen, Inc., Immunex (acquired by Amgen), Sonos, Inc., General Physics/GP Strategies Corp., InfoGear (acquired by Cisco Systems), Hoechst AG, NetZero, Celanese Corp., Vitesse Semiconductor Corp., Sizzler International, Inc., Magnatek, VeriSign, Vantiv Inc., IdeaLab, Ticketmaster Online-CitySearch, California Institute of Technology Board of Trustees, The Board of Overseers of Harvard College, Advent Software, The Learning Company, Teradata Corporation, WineDirect, Dollar Rent-A-Car, Redback Networks, Convex Computer Corp., Force10 Networks, Zhong Technologies, Macromedia, Federation of American Hospitals, MSC Software, Peter Norton Computing, Miravant Medical Technologies, Computer Motion (merged with Intuitive Surgical) and more.