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## OVERVIEW OF QUALIFICATIONS

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- In depth understanding of corporate organization including board of directors, senior management, and middle management based on involvement and contribution at all organizational levels.
- Proven managerial, organizational, marketing, and sales abilities gained from hands on experience in growing and running a successful software technology company. Abilities include a consistent level of success and ability to grow and motivate an organization.
- Experienced in marketing, sales, and operations management with a dynamic record of success in all facets of the profession. Personal attributes include a strong work ethic, a high degree of integrity and professionalism, excellent interpersonal skills, and a "consistent ability to get things done".
- A customer oriented mindset resulting in lasting corporate relationships which leverage company resources and insure successful, long-term partnerships. This success is based on the ability to interface with cross functional teams at various levels within the organizations.

## Doug Dennis EMPLOYMENT HISTORY

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- NgEK, Inc.**, Cincinnati, OH 2008-Present  
**Chief Operating Officer**  
Responsible for management and execution of the operations, business development, and marketing efforts.
- CAD Centric Systems, Inc.**, Cincinnati, OH 1998-2008  
**Chief Executive Officer & Co-Founder**  
Co-founded and grew CAD Centric Systems from start-up to an industry supplier of mid-market Product Lifecycle Management (PLM) solutions resulting in 10 years of growth and profitability. Provided leadership in all aspects of the organization including management, marketing, sales, and application development. Strategized with application development team to build sound product direction enabling the company to position itself as a leader in mid-market PLM solutions in the manufacturing market. Consistently exceeded financial goals and objectives of the organization.
- Silicon Graphics, Inc.**, Cincinnati, OH 1996-1998  
**Global Partner Manager**  
Responsible for managing the field relationship with SDRC, a major software partner of Silicon Graphics. Developed and implemented field based sales and marketing programs designed to leverage business with SDRC and Silicon Graphics. This effort included extensive collateral, presentation material, and on-line WEB based tool development. Worked extensively with SDRC and Silicon Graphics senior management teams to insure that overall business objectives were exceeded.
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**Silicon Graphics, Inc.**, Mountain View, CA

1993-1996

***Manager MCAD Applications Marketing***

Responsible for the development of Silicon Graphics core marketing message in the Mechanical CAD market segment. Supervised the work of a team of six marketing professionals which crafted, developed, and delivered this message to Silicon Graphics world wide sales. Coordinated annual budget of \$4+ million for marketing programs, equipment, and market development.

Responsible for recruiting partners to port their application to Silicon Graphics, including identification of software applications, development of business justification, negotiation of porting arrangement, and the development of supporting marketing programs to leverage business within partner segments.

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## **ACADEMIC BACKGROUND**

**UNIVERSITY OF EVANSVILLE**, Evansville, IN

- **Bachelor of Science in Mechanical Engineering** (Summa Cum Laude)

