

EDWARD R. KRIEGE

PROFILE

Founder, Chief Executive Officer, Board Director and Public Speaker with over three decades of experience driving technology, business growth and sustainability for successful software companies, including OpenText, which went public and is now the largest Enterprise Information Management company in the world, with over \$2B in annual revenues. Adept at defining and communicating vision and developing and launching transformational technology. Broad-based expertise includes strategic planning, M&A, executive development and mentoring, team management and market delivery. Dedicated to maintaining a high degree of personal integrity, building effective relationships, creating shareholder value and providing support to senior management teams and boards of directors.

EXPERIENCE

GLOBAL CENTS (GCI Live, LLC) Lake Forest, IL **2005 - 2016**

A leading provider of value-added Information Lifecycle Management software products and technical services designed for OpenText Content Server environments

Chief Executive Officer and Founder

Launched the company, developed and implemented business growth strategies, directed the design and delivery of products and services, secured and managed clientele and strategic partnerships, ensured operational efficiency, hired and developed management teams and evangelized the company's technology at international trade shows and TV and radio appearances, with full P&L oversight

- Generated year-over-year growth and profitability through the delivery of 12 software products and consulting services to multi national companies' Enterprise Content Management platforms in regulated environments such as life sciences, energy and finance and small & medium enterprises
- Continually monitored, reviewed and improved the company's direction and effectiveness
- Successfully sold the company to senior management ensuring its continued viability and growth

OPENTEXT CORPORATION, Waterloo, ON, Canada **1995 - 2005**

A \$3B public technology company providing software products and services, including enterprise content management (ECM), business process management (BPM), customer experience management (CEM), information exchange (iX), discovery and analytics and reporting

Director of Application Architecture & Design

Led the design, application architecture and ongoing improvement of the OpenText Content Server (aka "Livelink", the largest and most successful Enterprise Information Content Management software product platform in world) and lighthouse customer relationships as part of the senior executive team

- Designed an award-winning corporate intranet ("OLLIE") and public facing, interactive website
- Developed a strong working knowledge of vertical industries including energy, engineering, financial services, government, healthcare, pharmaceutical and compliance initiatives, such as Sarbanes-Oxley
- Functioned as a knowledge expert in the areas of enterprise, client-server and desktop technologies, new product development technologies and practices, middleware, application servers, database, knowledge management, cyber security, information retrieval, business process automation, portal, messaging and integration technologies, Web services and emerging standards
- Held directorial responsibility for the graphical user interface, "look & feel" and usability of all OpenText products including corporate branding, logos and liaise with design and advertising firms
- Assisted the executive team in identifying and comprehending significant emerging technology policy and trends that could impact the company's overall business strategy
- Developed staff who made measurable contributions and became valuable assets to the organization

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ODESTA SYSTEMS CORPORATION, Northbrook, IL 1982 - 1995

The developer of innovative software products including “Helix” (the first object-oriented relational database), “ODMS” (the first document management system), and “Livelink”, the first Enterprise Content Management platform which allowed electronic documents & metadata to be accessed by users over a company's intranet via the Web, acquired by OpenText in 1995

Interim Chief Financial Officer (1993 - 1995)

Ensured the fiscal health of the company, including accounting systems, budgets and financials

- Coordinated fiscal governance for the merger with OpenText and the subsequent IPO of the merged companies, including systems, banking lines of credit, legal and audit reviews with Ernst & Young

Director of Business Development (1991 - 1993)

Developed and managed marketing services and strategic relationships for workflow and document management products working closely with sales, engineering and consulting staffs

- Made product presentation to C-level clients at Fortune 500 companies and industry trade shows including managing high profile clients such as DEC, Apple, Sun, IBM and corporate VARs

Director of Client Services (1990 - 1991)

Oversaw technical support, human resources, customer service and production departments, managed strategic and tactical planning, and negotiated the purchase of materials and IT equipment

- Led the development and maintenance of critical corporate information management systems

Director of Retail Sales (1987 - 1989)

Managed the retail sales department and key industry accounts, negotiated contracts with major dealers and distributors, spearheaded ongoing operations, identified business opportunities and trained staff

- Developed and launched a national Preferred Dealer Program, resulting in over 200 participating dealers representing all major geographical areas and major chains
- Conducted award-winning presentations on products at seminars and trade conventions
- Created the inbound telemarketing department and multi-user lead tracking database system

Business Development Manager (1982 - 1986)

Developed business relationships and marketing promotions with major distributors and dealers, established the corporate customer service department, co-managed print and direct mail advertising campaigns and launched technical support and training departments after pilot programs

- Created and launched the first object-oriented relational database “Helix” and its subsequent releases “Double Helix,” “Multi-User Helix,” and “Helix VMX” in collaboration with the Apple Mac development team and Steve Jobs
- Brought to market the first graphical GIS (geographic information system) software program, GeoQuery, and the first graphical exploratory statistical analysis software program, “DataDesk”

PROFESSIONAL

Vice President Board of Directors, Music Arts School

Board Director, Music Institute of Chicago

Chief Strategist, Wisdom Bridge Lifework Strategies

Former Professional Musician

EDUCATION

Bachelor of Arts, Music and English, 1974

Southern Illinois University, Edwardsville, IL