

Stan Gregg

stan.n.gregg@gmail.com. 1334 White Street, Ann Arbor MI, 48104. 734-649-0096

Summary of Qualifications

Leadership executive with a track record of startup exits and Marketing driven software development. Demonstrated success in designing, developing, managing, and delivering web services and desktop software with in-house, hybrid and fully remote teams. Leader of both large and small software development groups with entrepreneurial experience in startup financing, developing, and managing budgets, customer interaction, technical support, marketing, and M&A.

Experience

Chief Product Officer

February 2017-April 2021

VNN Inc, (merged with rSchoolToday), Grand Rapids, MI

Member of executive team orchestrating VNN's turnaround from a provider of toolsets for high school athletic administrators to a multimedia web integration platform for athletics and activities combining best-of-breed in-house and partner developed management and media tools. Responsible for all phases of product deliverables from marketing driven product roadmaps, software development, QA, customer, and partner support.

Responsibilities included:

- Led migration of 2,500 individual WordPress sites to a unified robust and scalable AWS architecture with 99.99% uptime including a 15-month interval of no downtime.
- Principal in company leadership participating in board meetings, CEO search, mergers, acquisitions, and VC activity.
- Rebuilt software group with hand-picked team of startup-minded developers using agile best-practices
- Reinvented product to be a marketing driven entity focused on company growth.
- Retrenched department to successfully navigate Covid-19 challenges
- Successfully integrated athletic management products from third party partnership with both startups and established companies.
- Led technical due diligence for acquisitions, partnerships, and mergers.
- Absorbed customer support dept and retrained to provide professional QA and technical support.

Software Development Architect, Project Manager

January 2015-February 2017

Up and Running Software Inc., Ames, IA

Led multiple remote teams concurrently to design and deliver custom and commercial software and systems for client organizations. Responsible for all phases of deliverables from pre-sales support, and design through development, testing, and long-term product maintenance. Responsibilities included:

- Software design and architecture, including choosing production and development platforms and frameworks.
- Agile software development leader.
- Critical path programming and software development to complete projects.
- Project design and management, including gathering and organizing customer requirements and delivering mock-ups and pre-sales design work.
- Delivering time and cost estimates, tracking budgets and schedules, billing, and time reporting.
- Customer relationship management, up-selling customers on future projects.
- Coordinated and managed virtual-only teams of web and UI designers, developers, devops, QA and customer acceptance personnel around the world.

Senior Consultant, Syntech Development LLC, Ann Arbor, MI

August 2013-March 2015

Developed web management portal for innovative, large-scale, hybrid electric and hot water generating solar panel installation for major Michigan resort hotel. Involved in all phases of development and delivery.

- Project developed with leading-edge client and server-side scripting technologies such as NodeJS, express, dust, any-db and flot.
- Portal managed, analyzed, cleaned, and displayed a rapidly growing PostgreSQL database containing millions of rows.

Stan Gregg

stan.n.gregg@gmail.com. 1334 White Street, Ann Arbor MI, 48104. 734-649-0096

- Product allowed real time control of pumps, converter, cooling, and positioning of 10 large turntable trackers for hybrid panel arrays for maximum efficiency.

Director of Server Products, Fleet Recorder by Solidica Inc., Ann Arbor, MI

April 2010-June 2013

Responsible for all phases of development for Symphony, a web-based fleet optimization, diagnostic and vehicle-monitoring product using data gathered by Solidica's Chorus, a customizable on-board monitoring, and sensors platform. Data was delivered in real-time via Chorus telematics and proprietary, in-depot, wireless satellite servers. Developed and delivered prototypes and initial versions of all Symphony end-user, backend, firmware interfaces and databases.

- Collected, cleaned, warehoused, and analyzed millions of rows of vehicle network and GPS data daily for scheduled and ad-hoc reporting.
- Hired and managed all phases of Symphony development team including programmers, system administrators, report designers, installation, and testing personnel.
- Evaluated, chose, and developed interfaces to back-end route optimization engines resolving the traveling salesman problem.
- Designed and developed original, multi-phase, stop matching programs using Linear Programming and set theory algorithms and techniques.
- Designed and managed 5 data-center server-farms at major ISP, (Softlayer.com).
- Participated regularly in product design, budget, marketing, sales, and customer service and support activities.

Managing Partner/Co-Founder, Allsites LLC, (IP acquired by private sale), Ann Arbor, MI

2005-2019

Directed and built worldwide lottery information websites, iPhone applications and web services. Responsible for product concepts, design, development, deployment, and maintenance, and accounting.

- Designed, developed, and maintained a lottery website suite, (<http://www.alllotto.com>) for 25 countries.
- Responsible for programming, development, maintenance, and administration of over 50 reference websites.
- Average website received half a million unique visitors serving 3 million page views per month.
- Developed iPhone and mobile versions of websites, all integrated with social media APIs.
- Responsible for sales, product requirements, support resources for data entry, programming, and sysadmin.

CTO/Co-Founder, Partner, Xchange Network LLC, (acquired by Xync Labs), Ann Arbor, MI

2001-2009

Created and delivered XC Connect, XC Bridge, and XC Vault collaboration and synchronization software providing file management, calendar, contact and task capabilities. These technologies were developed based on my concept for a simple-to-use and maintain Microsoft Exchange clone for Linux.

- Sold 20,000 user licenses worldwide; involved in all phases of running the business.
- Java server built with Tomcat and MySQL runs on Windows, OS X, and many flavors of Linux.
- Developed connectors for Microsoft Outlook, Exchange, QuickBooks, Entourage, Apple and Novell Evolution.
- Responsible for all phases of C++ connector for Outlook using MAPI and the Outlook Object Model (OOM).

Managing Director/Co-Owner, Arbor Media Inc., (Acquired by private sale), Ann Arbor, MI

2001-2004

Director of a successful startup in the online gaming business.

- Responsible for all phases of a suite of website portals for affiliates of online gaming companies.
- Managed staff of programming, website design, and system admin contractors.
- Developed a system for delivering gaming information to clients via SFTP and HTTP.

CTO/Co-Founder, Fullscope Inc. (Merged with Red Klay Software, acquired by Microsoft)

1998-2001

Co-Founder of a VC funded startup that built a leading edge B2B portal with Java, Oracle and Unix which integrated web services and ASPs into a secure web-based offering using a single authentication and permissions model.

Stan Gregg

stan.n.gregg@gmail.com. 1334 White Street, Ann Arbor MI, 48104. 734-649-0096

- Created development division of 25 including QA, programmers, designers, sys admins, office support, installation programmers, database designers and documentation personnel.
- Responsible for budgets, interfacing with partners and customers and board presentations.
- Principally participated in securing funding from VCs.

Executive Software Engineer, Advanced Integration Inc. (acquired by Sterling Software)

Directed development of business Intelligence enterprise specializing in large scale OLAP and data mining on Unix servers with large customers like Target Inc.

- An architect and development manager for “MyEureka!”, the first business web portal
- “MyEureka!” was adopted by FedEx and Target in their development of JIT inventory systems.
- Expanded Ann Arbor development office started under IQ Software.

Executive Software Engineer, IQ Software Inc. (acquired by Advanced Integration Inc.)

Continued development of first object-oriented report designer IQ Objects purchased from SKRIBE software into complete client server software for Windows and Unix.

- Created and directed Ann Arbor development office of programmers, web designers, QA, and system admins.
- Expanded and scaled IQ Objects into a \$25 million year business intelligence platform.
- Received Byte Magazine award for Technical Excellence and Innovation.

Co-Owner, SKRIBE Inc. (acquired by IQ Software), Ann Arbor, MI

Founded a self-funded startup and created the first object-oriented report designer.

- With programming partner, personally designed and developed the first object-oriented report writer in C++
- Responsible for product delivery and installation, in addition to software development.

Owner, Arbor Integration Inc., Ann Arbor, MI

Software consultant developing independent projects in C++.

- Developed a patented vision testing system for early detection of glaucoma and workplace toxic exposure.
- System was used for 15 years by Sinai Hospital in Detroit for patient testing.

CTO, Datagraphic Systems Inc., Ann Arbor, MI

Developed CADMaster and ImageMaster, the first integrated vector and raster CAD product for the PC.

- Authored first versions of the product in C and C++.
- Managed and hired Ann Arbor development office.

Education

- M.S. in Computer Science, University of Michigan, Ann Arbor, Michigan
- M.A. in Economics, University of Michigan, Ann Arbor, Michigan
- B.S. with Honors in Math and Computer Science, *magna cum laude*, University of Memphis
- B.A. with Honors in Economics, *magna cum laude*, University of Memphis. Received National Science Foundation grant to develop economic model for home energy monitor.

Technical Skills

- | | | |
|--|----------------------|---------------|
| ▪ Server-side scripting:
Node.js, Any-DB.js,
Express.js, Dust.js | ▪ C & C++ | ▪ SEO |
| ▪ jQuery | ▪ Objective C | ▪ OLAP and BI |
| ▪ PHP | ▪ MySQL | ▪ Oracle |
| | ▪ AWS Administration | ▪ Postgres |
| | ▪ XML and RSS | |