

BILL KORN

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OBJECTIVE Veteran technology executive with more than 35 years of experience seeking **Board of Director** opportunities which will leverage the following expertise:

- SUMMARY**
- CFO / general manager with proven track record in **finance, strategy and operations**.
 - Demonstrated success **completing an IPO and raising capital** (over \$375 million).
 - Track record of structuring, financing and closing 22 **acquisitions** to grow shareholder value.
 - Skilled in establishing **financial systems, operational controls** and weekly / monthly **metrics**.
 - MBA and AB (*magna cum laude*) from Harvard University.
 - Actively served on and participated with public and private **Boards of Directors** for 15+ years.

EXPERIENCE

MTBC, Inc. (Nasdaq Global Market: MTBC), Somerset, NJ (2013-present)
Leading provider of healthcare information technology solutions
Inc. 500|5000 in 2010, 2011 and 2012. Deloitte Fast 500 2012-2016.

Chief Financial Officer

- Took MTBC public on Nasdaq in 2014, completing three simultaneous acquisitions at the time of the IPO.
- Grew the company from \$10 million to \$100 million in revenue in 6 years following the IPO.
- Built public company infrastructure, including investor relations, SEC reporting, and financial planning.
- Worked closely with Audit, Compensation and Nominating & Governance Committees to create Board governance for a new public entity.
- Created a non-convertible preferred stock and raised non-dilutive capital for acquisitions and growth via 14 public offerings, building a total enterprise value of over \$150 million.
- Participant and presenter at quarterly Board and Committee meetings.

SNAP ONE, INC., Princeton, NJ (2012-2014)

Developer of consumer cloud-service applications for mobile devices.

Winner of the NJBIZ 2012 Business of the Year Award and NJTC Growth Company of the Year for 2011

Member of Advisory Board (2012-2014) and **Chief Financial Officer** (2013)

- Assisted CEO and Board of Directors by creating self-funding business model.

ANTENNA SOFTWARE, INC., Jersey City, NJ (2002-2012)

Cloud-based enterprise mobility suite, rated "Leader" by Gartner in 2012

Ranked Tenth Fastest Growing Technology Company in North America by Deloitte & Touche in 2005

Chief Financial Officer

- Transformed start-up business into largest privately held firm in the industry.
- Closed six venture financing rounds totaling \$60 million, led by North Bridge, Polaris, Commonwealth and Investor Growth Capital. Secured \$15 million of debt from Comerica Bank and Eastward Capital.
- Acquired RPA Wireless, Vetro, Dexterra, Vaultus, and Volantis, creating dominant market position.
- Established subsidiaries in Europe and India. Built global finance, accounting, contracting and human resources functions and served as board member for 13 subsidiary companies.
- Closed strategic partner relationships and customer deals.
- Led twice-quarterly Board reviews of operating results, business plans, strategic initiatives, etc.

iRAIL, LLC, Maplewood, NJ (2002-2004)

Operator of procurement and sourcing systems for public transit sector

Board Member (2003-2004) and **Acting Chief Financial Officer** (2002-2003)

- Reduced cash burn in half, in part by closing a non-strategic business unit with limited potential.
- Instituted web systems for enrollments and renewals, including online credit card payments.
- Served as strategic advisor to CEO and founder in evaluating exit opportunities.

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TELELOGUE, INC., Iselin, NJ (2001)

Venture-backed Bell Labs spin-out developing advanced speech recognition software

President

- Led company toward customer-driven focus. Directed all business functions.
- Began consumer trials, created first customer proposal, leading to \$1.2 million contract.
- Wrote business plan. Discussions with venture capital firms leading to financing, which closed in 2002.

INFONXX, INC., Bethlehem, PA (1998-2000)

\$100 million Inc. 500 company providing enhanced directory assistance services to wireless industry

Chief Operating Officer (1999-2000)

- Led company from start-up culture to professionally managed entrepreneurial firm with 2,000 employees. For 18 months, held COO and CFO positions simultaneously.
- Doubled revenues in 18 months, by launching 17 markets and improving service performance.
- Improved profit margins by creating single, virtual call center and establishing ongoing training program.
- Emphasized recruiting, training, coaching and mentoring to improve employee retention and quality.

Chief Financial Officer (1998-2000)

- Instituted controls and procedures to allow decentralized decision-making.
- Arranged \$8 million of lease and bank financing for investments in new infrastructure.

INTEGRION FINANCIAL NETWORK, LLC, White Plains, NY (1996-1998)

Joint venture of 19 North American banks and IBM providing electronic banking services

Chief Financial Officer

- Structured key acquisition, adding 200 employees, 60 bank customers and 250,000 retail users.
- Established all financial, administrative and human resources functions, and implemented integrated accounting and financial reporting system.
- Led bimonthly Board reviews of business plans, pricing strategy, capital calls, acquisitions, etc.

IBM CORPORATION, Armonk & White Plains, NY (1986-1996)

Fortune 20 company which shifted from hardware focus to software and services during my tenure

Operations Executive, Interactive Financial Services (1995-1996)

- Oversaw joint effort of bankers and IBM's technologists to design industry platform for electronic banking.
- Developed consortium-based business strategy, sold concept internally and to key banking customers.
- Secured \$80 million capital commitment from IBM and 19 of the 25 largest banks in North America.
- Drafted Private Placement Memorandum for Integrion in conjunction with Montgomery Securities.

Director, Strategy & Business Development, Electronic Commerce Services (1994-1995)

- Developed IBM's initial strategy for Internet commerce, and created pilot e-commerce offering.
- Forged alliance with retailer to build one of first web sites with secure credit card processing.
- Created business plan and secured \$55 million in first year funding.

Business Strategy Advisor, Corporate Strategy (1993-1994)

- Worked with senior management team to identify strategic options during Lou Gerstner's first year as CEO.
- Instrumental in shaping IBM's industry-oriented "go-to-market" strategy and identifying need to create integrated global services business.
- Key member of team that developed Strategic Framework in 1994.

Principal, IBM Consulting Group (1988-1993)

- A founding member of IBM's consulting business. Managed strategy and rapid prototyping engagements.
- Performed business planning, competitive analysis and branding for IBM's worldwide consulting business, and created portions of management consulting methodology.
- Trained approximately 1000 account executives on their industries' business and competitive issues.

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Manager, Plans and Controls, IBM Research Division (1986-1987)

- Obtained funding, headcount, equipment and facilities to support IBM Research's computing needs.

INCOMNET, INC., Westlake Village, CA (1984-1985)

Public company that designed and built data communications computers

Director of Finance (Chief Financial Officer)

- Produced SEC filings, quarterly and annual reports to shareholders. Presented monthly to Board of Directors.
- Raised \$4.2 million from stock warrants and arranged \$7.5 million of lease financing.

MOSTEK CORPORATION, Dallas, TX (1980-1984)

Subsidiary of United Technologies Corporation – semiconductor manufacturing

Controller, Business Development Group (1983-1984)

Director of Financial Planning (1982-1983)

Operations Planning Manager (1980-1982)

BOARDS OF DIRECTORS

SEC Small Business Capital Formation Advisory Committee (2019)

- Provided the SEC with recommendations for rule modifications to encourage small business growth.

National Association of Corporate Directors (NACD), Member (2012-2013)

An organization for independent directors devoted to improving corporate board performance

MTBC, INC. (NASDAQ: MTBC), Participant and presenter (2013-present)

- Worked closely with Audit Committee and Comp Committee to create Board governance for a public entity.
- Actively participate in and present to every Board of Directors and Audit Committee meeting.

SNAP ONE, INC., Advisory Board (2012-2014)

ANTENNA SOFTWARE, INC.

- **Corporate Secretary** (2006-2011). Actively participated in and presented to parent company Board of Directors at every meeting (2003-2012).
- Served as **Director** and **Corporate Secretary** for 13 subsidiary companies, covering international locations in the UK, Canada, India and Australia plus acquired 5 companies (2005-2012).

NEW JERSEY ECONOMIC GROWTH COUNCIL, Member (2006-2008)

Advisory Board of private sector leaders created by Governor Jon Corzine to develop and implement policies to promote statewide economic growth and job creation

iRAIL, LLC, Director (2003-2004)

TELELOGUE, INC., Participant and presenter (2001)

INTEGRION FINANCIAL NETWORK, LLC, Participant and presenter (1996-1998)

INCOMNET, INC., Participant and presenter (1984-1985)

EDUCATION

HARVARD BUSINESS SCHOOL, Boston, MA (1980)

MBA/General Management.

HARVARD COLLEGE, Cambridge, MA (1978)

AB/Economics *magna cum laude*; special fields in Business Economics, Econometrics and Industrial Organization. Thesis: "A Model for the Analysis of Corporate Capital Structures."