

# JOHN M. PAYNE

- Startup, Interim or Turnaround Management
- Consultant for Fast Growing Tech Companies
- VC/PE Operating Executive, Board Member and Advisor

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## EXPERTISE

Early Stage and Growth Technology Companies

Business Models, Pricing & Go-To-Market Strategies

Strategic Turnarounds of VC/PE Backed Companies

Public and Private Financings

Special Purpose Acquisition Companies (SPACs)

Building High Performance Management Teams

Regulated software markets



## EDUCATION

### University of California

At Irvine (UCI)

BA, Economics 1987



## DOMAIN AREAS

FinTech & Financial Services

Cryptocurrency & Blockchain

Cybersecurity

Enterprise Software / SaaS

Mobile / Wireless

Public / Private Board of Directors Leadership

Intellectual Property; Patent Prosecution, Litigation & Licensing



## Current Activities

Fintech Board of Directors

RE Tech Board of Advisors

Ed Tech Executive Chairman

IP Licensing Chairman



## SUMMARY

John Payne is the former CEO of two public Internet software companies, founder of two successful banking software firms, an experienced inventor/patent owner and turnaround or interim CEO. He has raised over \$700 million in public and private equity, including \$250 million+ in early stage venture.



## INTERNET & SOFTWARE INDUSTRY HIGHLIGHTS

- ▶ **Chairman & CEO: Stamps.com, Inc.** (NASDAQ: STMP)  
Successful turnaround, \$65M IPO, \$365M Secondary, regulatory approval & product launch to 85% market share vs. monopolist competitor. A Crypto Stored Value provider of postage from the US Postal Service. Company valued today at \$4B+ run by team he hired during original turnaround.
- ▶ **Turnaround CEO: Day Software** (SWX: DAYN)  
Turnaround and migration from professional services to enterprise software model of a publicly traded enterprise content management company located in Basel, Switzerland. Later acquired by Adobe as a platform for Adobe Experience Cloud. (Acq'd: ADBE)
- ▶ **Executive Chairman: SimpleAir, Inc.**  
Lead inventor of 20+ smartphone patents widely licensed across the industry by Apple for its Push Notification Service, Microsoft, RIM, Amazon, Facebook, Yahoo, et al.
- ▶ **Founding Chairman: Encryptix, Inc.**  
Crypto-as-a-Service company focused on highly secure consumer stored value transactions over TCP/IP. Company was funded by American Express, Vulcan Ventures, Disney, Sabre (AA,) Gallileo (UA), Tickets.com, Sun America and MBE/UPS.
- ▶ **Jumpstart CEO → Chairman: Breach Security, Inc.**  
Transformation and sale of an Israeli cybersecurity company acquired by US venture investors and sold to Trustwave
- ▶ **Jumpstart CEO → Chairman: Preventsys, Inc.**  
Jumpstart, growth and sale of an enterprise IT cybersecurity company sold to McAfee. (NYSE: McAfee),
- ▶ **Founder and CEO: Financial Microsystems, Inc.**  
Banking platform automation software provider sold to CFI ProServices: (Nasdaq: PROI, now Harland (UGHO: US))
- ▶ **Co-Founder and President: LoanStar, Inc.**  
Pioneering provider of bank loan origination software now owned by Wolters Kluwer (AM: WKL).