

## **VBS Software's Executive Team**

### ***Steve Sigg, Chief Executive Officer***

Mr. Sigg has 35 years' experience in the technology industry and over 15 years as a successful executive in the reseller business. He was the visionary and chief strategist behind the development of VBS Software. During his 23 years with IBM, Mr. Sigg held various positions in sales, marketing and business development before joining Software Information Systems (SIS) in 1995. SIS is an IBM Premier Business Partner, providing technology solutions for companies that include hardware, software and professional services. Mr. Sigg became CEO of SIS in 1999. Under his leadership, SIS has made the INC 500 list three times and was selected among business partners globally for IBM's very prestigious leadership award in 2001 and 2005. VBS was developed because of Mr. Sigg's own need for an ERP system that could handle the workflow for the reseller business, and it is the platform upon which SIS achieved its growth and leadership position in the industry.

### ***Steve Tepedino, President***

Mr. Tepedino is a visionary leader and a twenty-six year veteran of the high-tech industry, with proven expertise in building and running successful channel businesses, ranging from start up firms to divisions of companies with \$3.5B in revenue. He has managed all functional areas of business and has a proven performance record of double-digit growth. In addition to his role at VBS, Mr. Tepedino serves as President and Chief Executive Officer of Channel Savvy, a management consulting firm focused on the IT channel. With a long career of serving the needs of both vendor and reseller partners, Mr. Tepedino has gained a unique perspective on all aspects of channel dynamics and has been instrumental in helping companies create cultures of excellence and increase their market values. His vast experience in working with VARs for over two decades makes him one of the industry's go-to experts on VAR business models. Mr. Tepedino has experience in developing and delivering curricula for channel executives and has served as a keynote speaker at various industry events.

### ***Chris Sigg, Vice President of Sales***

Mr. Sigg is a certified public accountant and holds a Masters Degree in Business Administration. He joined Software Information Systems in 2000 as its Chief Financial Officer, where his responsibilities made him acutely aware of the need for a better ERP solution for the VAR industry. For the past five years, Mr. Sigg has been deeply involved in the development, sales and use of VBS. His finance and accounting experience, along with his deep understanding of the VAR business, gives him a unique ability to showcase the business value of VBS to business executives. Prior to joining SIS, Mr. Sigg spent three years in public accounting, specializing in corporate tax and business valuation, and also spent time in sales and marketing for The Corporate Executive Board, a think tank for business best practices across a variety of disciplines.

### ***Eileen Gibson, Vice President of Marketing***

Ms. Gibson is an accomplished IT channel industry executive with over twenty-five years of diversified experience in strategic marketing, sales, and business and channel development. She brings VBS a unique background, with tenure in manufacturing, distribution and value-added reseller firms over the course of her career. Ms. Gibson has worked for and with companies like HP, IBM and Avnet, and has extensive experience in helping them build their routes to market through channels. She has earned a reputation among her employers, partners and customers for increasing their go-to-market effectiveness and was recognized by VAR Business magazine as a member of the elite group of "Power 50 Women of the Channel." Ms. Gibson served as Vice President of Marketing for Avnet Technology Solutions, a \$4B division of Avnet, Inc., before co-founding Channel Savvy, a management consulting firm specializing in IT channels, where she currently serves as Chief Marketing Officer, along with her role at VBS.

### ***Cynthia Lindsay, Director of Product Development & Support***

With 22 years in information technology software development, Ms. Lindsay brings a wealth of experience as the leader for VBS Software's development and delivery teams. Before joining VBS Software, Ms. Lindsay worked at CEL Consulting Services, Toyota Motor Manufacturing and IBM in a variety of technical and management roles. Her career progression has afforded her a skill set that runs the gamut of application development and support, from programming and application design to project management of global, enterprise-wide deployments of top-tier ERP systems. A six-year veteran of VBS Software, Ms. Lindsay is integral to the company's entire software delivery effort, including R&D, design, development, test & release, implementation, support & maintenance, and customer & vendor relations.