

## John M. Grillos

## Board of Director Qualifications

**Qualifications/Summary:** Have a broad background as a director, operating executive and investing professional. Have held Director, CEO, COO or senior management positions in enterprises involved in private higher education, e-learning, energy, consulting, software development tools, electronic design automation, video conferencing, e-commerce, security, photonics, and enterprise application consulting and systems development. Have been a Managing Director of four venture capital firms (founded two of them) with combined capital under management exceeding \$500 million. Selected highlights include:

- Venture Capital Managing Director for Robertson Stephens and Company, leading fund and partner investments in such known companies as CBT systems(SmartForce), C/Net, Calera Recognition Systems (Kurzweil), Ask Jeeves, VTel, Wine.com and Summit Design.
- Director and COO of CBT Systems, the world's largest e-learning company with revenues exceeding \$250 million and a NASDAQ market capitalization of \$4 billion at its peak.

**Board of Director Experience:** Have had director experience in 23 companies ranging in size from startups to major public companies. Most of the companies were venture capital backed. Involved at the board level in the IPO of six of them. In almost all of these companies, was chairman of the compensation committees, and a key participant in securing financing. In four of them, including one public company, served on the audit and compensation committees. Generally played the lead role in recruiting CEOs and managing the transition process, as most of the companies were either rapidly growing or were being turned around, necessitating a change in top management. Served as an interim CEO in four turnaround situations. Of the companies that did not go public, 75% were sold at prices which provided a positive return to shareholders. Was involved in the acquisition activities of nine of the companies, generally sourcing acquisitions, conducting due diligence on the targets and negotiating the transactions.

**Other Professional Involvements:** Among other things, was a senior Executive with American Management Systems, serving them for 11 years, and was the founder the public venture capital fund, MVC capital. Was a lead technical professional at the Institute for Computer Research at the University of Chicago. Currently serve on two non-profit boards: Curriki.org, founded by Scott McNealy (Sun founder) to develop the world's largest repository of Open Source educational content, and the Elios Society, with the mission of preserving Greek cultural values in the US.

### **Education and Other:**

**University of Chicago:** MBA.

**Illinois Institute of Technology:** BS

**Teaching--** Guest Lecturer Illinois Institute of Technology, Guest Lecturer University of Chicago, Guest Lecturer Santa Clara University, USMC Instructor in Calculus

**Memberships--** Founding member and director of the Elios Society, Charter member of the National Hellenic Society, and Member of the Band of Angels

**Military Service--** USMC