

# Resume



**JOHN M. GRILLOS**  
196 Selby Lane  
Atherton, CA 94027

mobile 650-245-8751  
office 650-216-9894  
[john@grillos.net](mailto:john@grillos.net)

**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:

## **Key Accomplishments:**

- Compiled top quartile venture capital track record and was the top performer at RS&Co.
- Managed the successful turnaround of a public company with over 1,700 employees and revenues approaching \$200 million.
- Managed the successful turnaround of three enterprise software companies, a hardware/software company, and a professional services company.
- Successfully built the western US operations of a public professional services company.
- Founded two startups, one of which was a NYSE listed venture capital operating company.
- Successfully built one of the World's largest computer models that determined how the US could become independent of foreign sources of oil.

## **Experience:**

### **WorldSage, Inc.**

2005-Present

#### Chairman and CEO

Founded this startup to create the first large private European post secondary education system. WorldSage is combining the interests of a number of existing accredited colleges into a holding company with using a business model comparable with the University of Phoenix and Laureate Education.

### **Transware, PLC**

2004-Present

#### Chairman

Joined the BOD to manage an investment made by Trident Capital. Responsible for all M&A activities including the acquisition of a software company in 2005. Managed the planning and implementation of a major strategic realignment in late 2005.

**Trident Capital** 2003-2004  
Entrepreneur in Residence  
Involved in investing in private information technology and services companies.

**MVC Capital (NYSE: MVC)** 1999-2003  
Chairman and CEO  
Founded this \$330mm public venture capital fund. The fund invested in 27 companies. As of the third quarter of 2005, the fund has had three successful liquidity events.

**SmartForce (Previously CBT Systems) (NASDAQ: SMTF)** 1994-2004  
Director and COO  
Joined the Board at the time of an investment by RS&Co. Remained on the BOD and played a role in strategy development, recruiting and compensation. As COO between 1998 and 1999 played a key role in the successful turnaround of the company.

**ITech Partners LP** 1996-Present  
Managing GP  
Founded an angel fund that invested in 14 startups, completing its new investment cycle in 1999. The fund has had three successful liquidity events and maintains interests in five ongoing companies.

**Robertson Stephens and Company (RS&Co.)** 1988-1996  
Managing Director  
Senior investor in two funds with activities focused on Information Technology. Assumed management of four troubled situations when joining the firm. Two companies were sold and two went public. Originated investments in 11 early stage companies and compiled a top quartile IRR.

**SPSS and Tesseract Turnarounds** 1983-1988  
Between 1985 and 1988 was turnaround COO of **SPSS, Inc.**, a now public supplier of statistical analysis, graphics and decision support software. Doubled revenues to \$30 million in the period and positioned company product line for long term survival. Between 1983 and 1985 was the turnaround CEO of **Tesseract Corporation**. Grew revenues four fold which resulted in a successful sale of the company.

**American Management Systems, Inc. (NASDAQ: AMSY)** 1972-1983  
Between 1978 and 1983 was Vice President and Business Unit Manager responsible for West Coast consulting and application system development practice. Between 1972 and 1978 held client and project management positions. Assignments included management of "Project Independence", President Nixon's computer based study of how to make the U.S. independent of foreign sources of oil by 1985.

**Other Professional Experience** 1965-1972  
Between 1968 and 1972 was a Development Manager and Principal Designer at the **Institute For Computer Research, University of Chicago** responsible for developing computerized experimental control and data acquisition systems for the Medical, Chemistry, Physics, Astrophysics and Biology Departments of the University. Between 1965 and 1968 was an Associate Engineer for **Bell Labs and Western Electric Company** with responsibilities for product manufacturing, product development and telephone company site engineering and equipment installation.

**Directorships**  
AdvantEdge Systems  
Calera Recognition Systems  
Curriki (Scott McNealy non profit) (Current)

Eager Enterprises  
Extraprize Corporation  
FolioFN (Current)  
International Wireless Communication  
Keyfile Corporation  
Knowledge Well  
LightWave Micro Systems (NeoPhotonics)  
MVC Capital  
OaSys Systems  
PF Magic  
SPSS  
SmartForce Corporation (CBT Systems)  
Summit Design  
Tesseract Corporation  
Visix Software  
VTel Corporation  
Wine.com  
WorldSage Inc, (Current)  
Zane Publishing

### **Education and Other**

**University of Chicago;** MBA. Concentrations in finance, accounting and information science

**Illinois Institute of Technology;** BS electrical engineering and computer science

**FolioFN**—Director since 2001 of this private financial services company founded by a former Commissioner of the SEC

**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 and Member of the Band of Angels

**Military Service--** USMC