

## DAVID W. RYAN

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### PROFILE

*Seasoned entrepreneurial leader and investor with over 19 years operating experience with a broad variety of early-stage companies. Recent experience as a founding director of a venture capital fund. Extensive non-profit governance experience.*

### PROFESSIONAL EXPERIENCE

#### **Green Spark Ventures, Managing Director and Co-Founder, October 2007 – Present**

*Co-Founder of an early-stage venture fund of a family office located in Denver focused on the clean technology market. Responsible for all phases of the investment process: deal origination, screening, evaluation, diligence, transaction structuring and board oversight. In the past year, evaluated 45 companies past screening and made one investment in a commercial/industrial LED lighting company. Led \$1.5 million round and made subsequent follow-on investments. Currently serving as board member.*

#### **CiviCore, LLC, Chief Operating Officer (currently part-time), April 2007 – Present**

*Responsible for business growth and operational efficiency for this database software firm focused on the nonprofit, foundation and public agency sectors. Since my start, CiviCore has more than tripled the number of ongoing service clients, and has a more national presence, adding clients from over thirty new states. CiviCore has also nearly doubled its average revenue per client project and focused more on projects for multi-affiliate agencies.*

#### **Fetter Logic, Inc., Senior Vice President of Operations – August, 2006 – April, 2007**

*Senior operating officer for this provider of data management and reporting services to the financial services industry. Responsible for managing the implementation and deployment of products, services, and consulting, as well as ongoing customer support. During my tenure, Fetter Logic serviced over 6 million accounts containing over \$198 billion in assets. The customer base included over 250 retail and institutional broker/dealers including banks and clearing firms.*

#### **F.A.S.T. Learning, LLC, CEO/Chief Operating Officer, August, 2004 – August, 2006**

*Recruited by the Board of Directors to significantly increase the revenues of their main product – a reading system aimed at raising achievements of struggling K-12 students. Developed the business plan that showed, with some new investment and creative marketing and sales strategies, revenues could grow to more than \$5 million within a few years. Upon board approval, I raised \$600,000 of new capital to carry out the plan.*

#### **Denver Technologies, LLC, President, June, 2000 – August, 2004**

*Founder and President of a Denver-based management consulting company which assists emerging technology companies in building effective growth strategies. From May, 2002 to June 2003, served as **Interim VP of Sales and Business Development** for **ScheduleSource, Inc**, an employee-scheduling software company. Assisted negotiations with a large publically-traded software company for an acquisition offer to buy ScheduleSource in December 2002.*

#### **RioLabs, Inc., Vice President of Sales and Business Development, May, 1999 - June, 2000**

*Responsible for the development and management of RioLabs' direct and indirect sales channels. Instrumental in RioLabs' growth from a two-person "basement idea" to a venture-funded emerging technology company. Assisted in hiring CEO and COO, and development of business plan used for angel- and first-round VC funding.*

#### **ALYDAAR Software Corp., Director of Sales, Southwestern U.S. and Latin America, July, 1997 - April, 1999**

*Managed all sales team efforts for southwestern United States and Latin America for this Y2K bug computer services company. Hired, trained and directed sales staff in Denver, Houston, Charlotte and Sao Paulo, Brazil. Managed partnerships with Latin American affiliates. Assisted senior management in evaluating transition from European partnerships to a wholly-owned London-based subsidiary. Closed over \$2 million in new services revenue in 1998.*

**STREET Technologies, Inc., Director of Sales, Western U.S.,** October, 1996 - July, 1997

*Managed sales and marketing team efforts for the Western United States for this emerging Internet multimedia start-up venture. Assisted in the development of a new marketing and product plan focusing STREET's efforts on the Internet education market. STREET was acquired by Learn2.com.*

**PLATINUM Technology, Inc.**

**European Sales Director;** January, 1996 – October, 1996

*Managed product sales in Europe for PLATINUM's Data Management division while based in London. Directed outside sales forces in initial qualification, presentations, software evaluations, and closings in the UK, Germany, France, Spain, Switzerland and Benelux countries. Sold \$2.8 million in new product revenue. Spoke extensively at international industry conferences and seminars on information warehousing and data management technology.*

**Director of Sales, Western U.S.,** January, 1995 – January, 1996

**RELTECH Group, Inc.,** June 1989 - January, 1995 (*In January, 1995, PLATINUM Technology, Inc. acquired Reltech Group, Inc. to form their Data Management division. I was Reltech's seventh employee.*)

**Regional Sales Manager,** 1992 - 1994, **Customer Service Manager,** 1989 – 1992.

## EDUCATION

**University of Colorado, Boulder, CO**

*M.B.A., May, 2002. Concentrations in Entrepreneurship and Innovation Management.*

*Robert K. Anderson Entrepreneurship Fellowship and the Harry Trueblood Entrepreneurship Fellowship Awards.*

**Leadership Denver, Denver Metro Chamber of Commerce**

*Selected as one of 50 emerging community leaders to participate in the 2000-01 class of a year-long leadership development program sponsored by the Denver Metro Chamber of Commerce.*

**University of Virginia, Charlottesville, VA**

*B.A., Economics, 1989*

## OTHER CURRENT INVOLVEMENTS

**Director and Investor,** Albeo Technologies, Inc. *Albeo manufactures high quality, long-lasting LED lighting products for commercial and industrial facilities that improve energy savings and reduce maintenance costs.*

**Board Member,** The Deming Center for Entrepreneurship at the Leeds School of Business, University of Colorado, Boulder.

**Director and Vice-Chairman,** The Boulder Philharmonic Orchestra. *Founded in 1958, the BPO is a critically acclaimed, fully professional orchestra with a strong commitment to education and community outreach.*

**Board Chairman (2002-2004) and current Board Member,** Urban Peak/The Spot at-risk youth center and homeless shelter. *In the two years while I was Chairman, we purchased a second building, completed a \$1.2 million capital campaign, replaced a founding executive director, merged with a local youth homeless shelter, and doubled the number of GED and A+ Computer Graduates in our education program. In 2004, The Spot won the Denver Metro Chamber of Commerce's "Denver Non-Profit of the Year" for business excellence.*

**Founding Partner and Grant Making Committee Co-Chair,** Social Venture Partners, a philanthropy and volunteerism partnership seeking to achieve positive social change using the venture capital approach as a model in the Denver Metro region

**Director (2001-2003) and Investor,** ScheduleSource, Inc., a Colorado-headquartered, leading provider of web-based software for human resource scheduling.

## INTERESTS

*Aviation (commercial and instrument-rated pilot). Outdoor activities including running and cycling, mountaineering, and telemark skiing. Two children: Jack (5 yrs) and Will (4 yrs). International Travel.*