

## JAY WURTS

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**Jay Wurts** is an accomplished technology CEO and board director. He has significant experience in financing, growing, and turning around technology companies – both public and private. Jay is known as an innovative technology leader with strong skills in marketing strategy, sales management, team building, and operations management. He brings a pragmatic operating perspective to boardroom discussions. He has become a valued board director because of his experience with public companies, VC-backed companies, and bootstrap-financed start-ups. Jay is at his best in helping a company to get to a really focused direction in rapidly changing markets.

Jay has served on the boards of eight public and private technology companies. Two of these have been NASDAQ-traded companies – Symbolics, Inc. and Information Resources, Inc. His board directorship experience has included work with hardware manufacturers, software developers, and

wireless communication providers in different stages of development and business needs.

Jay is also an experienced operating CEO, having run seven companies in his career. He now operates Jay Wurts Advisors where he coaches and guides CEO's of earlier-stage companies on building leadership teams and developing a winning strategy as well as on various boardroom and investor issues.

Jay co-founded Management Decision Systems, Inc., a data warehousing and services firm and led its growth as its President and CEO for seven years before engineering the sale of his company to Information Resources, Inc. After the sale, he joined IRI's Board of Directors as Vice-Chairman.

Jay was then recruited to Symbolics, Inc. - a public manufacturer of artificial intelligence computers – as its Chairman, President and CEO. His challenge was to grow this 600 employee multi-national company with revenue of \$100 million and to return it to profitability. He did this by building consensus around a new strategy, restoring customer confidence, and invigorating the company's new product pipeline. Symbolics earned the #24 rank on Inc. Magazine's "100 Fastest Growing Public Companies".

Jay has also led two software companies as well as two companies in the wireless communications field as their CEO and Board Director. In each case, he has provided the leadership necessary to secure financing, redirect or reposition the company, and establish a growth path.

Jay earned his bachelor's degree from Massachusetts Institute of Technology in electrical engineering and computer science. While an MIT undergraduate, he also cofounded and ran a contract software company.

When he is not guiding technology companies, Jay is a multi-engine airplane, seaplane and helicopter pilot, a blue water sailor, a downhill skier, and scuba diver.