

Professional Profile

Stephen Adkins – MBA

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Stephen Adkins is an experienced CTO with 25 years in technology leadership. He is now helping firms with post-merger and post-acquisition activities, especially with technology strategy and integration. In addition to a career of integration, migration, and growth of internal systems (financials, CRM/ERP, customer service, email/productivity, intranets, websites, etc.), he has extensive experience with guiding and growing SaaS B2B technology-enabled service companies.

At The Rubicon Group, he was the CTO and led the technology team of this B2B SaaS company, growing it with no outside capital from 0 to 16,000 customers. Mr. Adkins transitioned the technology platform from 1 to hundreds of servers, from a small database to multiple 20TB Oracle databases. His team integrated their systems with 300+ customer and partner systems. He led the outsourcing effort, the cyber-security and disaster readiness programs, and the cloud service integration. He has led the Software Development, Product Management, Tech Ops, QA, Network/ Systems Engineering, Database Engineering, and Master Data Management efforts.

After Rubicon was acquired by TravelClick, he led the integration of Rubicon systems with the acquiring company. He was charged with the data center move and led integrations of systems from other add-on company acquisitions that were made.

In his career, he has also been involved in management consulting and as an investor, board member, and CTO at several startups. He specializes in working with private equity firms to strengthen their portfolios.

PROFESSIONAL EXPERIENCE

The Rubicon Group, CTO, Significant Minority Owner

Led technology team of a B2B SaaS company, collecting competitive rate and bookings data from hotels and selling it back to them as competitive intelligence reports on a recurring revenue model.

Grew the company with no outside capital and sold to TravelClick / GenStar at a 40+ EBITDA multiple. The company was profitable with 85 employees, \$15M revenue.

Transitioned the technology platform from 0 to 16,000 paying B2B customers, from 1 to hundreds of servers, and from Access database to multiple 20TB Oracle databases.

Integrated with 300+ customer, partner, and 3rd party systems.

Migrated or established systems for: Financials, CRM/ERP, Customer Support, Email, Website

Led Product Development, Product Management, Tech Ops, QA, Network Engineering, Systems Engineering, Database Engineering, Master Data Management

Introduced and led Disaster Readiness and Security programs

Let transition to Agile Software Development methodology

Led multiple major migrations of in-house applications from MySQL to Oracle



TravelClick, VP Business Intelligence, Minority Owner

Led integration of all BI SaaS products of The Rubicon Group with TravelClick
Led data center move, including 250+ servers, all databases, and networking
Led integrations of SaaS products of other add-on company acquisitions with TravelClick
Led R&D on SaaS offering to calculate revenue-maximizing optimum prices for hotel rooms
Gained minority ownership in TravelClick as a result of the acquisition deal with Rubicon
Our technology supported further customer growth, allowing GenStar to sell to Thoma Bravo

a DBaaS startup, CEO, CTO, Founder/Owner

Startup database-as-a-service to businesses and consumers, as simple to use as a spreadsheet.

VIMtrek, CTO, Board Member, Significant Minority Owner

Providing Revit-to-Unity 3D, Virtual Reality architectural visualization to architects, contractors.
Built SaaS production platform, automates production of 3D Unity view from Revit building design

SmartBIM, CTO, Board Member, Add-on Acquisition to VIMtrek

Providing 3D BIM objects to building product manufacturers.

ManufactOn, Angel Investor, Technology Advisor

Startup providing SaaS prefabricated construction management system to building contractors.

Leasing Acceleration Partners, CEO, CTO, Founder/Owner

Startup providing consulting and SaaS tools to commercial office space leasing agents.

Internet Dynamics, Founder, Owner, Principal Consultant

Consultancy providing technology advisory services to private equity firms.

DBFoundry, Founder, Owner

Software services firm, specializing in mobile apps integrated with cloud services.
Custom development and SaaS-based apps.

Aeronomics / Talus Solutions, Product Development Mgr, Stockholder

System-based management consulting in Revenue Management to travel industry
Revenue Management typically raises travel & hospitality revenue by 5%.
Helped clients forecast their demand and optimize inventory controls to maximize revenue.
Manager Product Development: Built RMS' as configurable products rather than custom projects.
Manager of Operations Research: Built OR team, mostly of Georgia Tech PhD's.
Project Manager / Systems Architect: Designed, built, delivered Revenue Management Systems

IBM, HP, Westinghouse Bellambie: Software Engineer



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Software development in real-time embedded systems, device control, data collection/reporting
Sales consulting, customer education, customer support on general Unix and 3D graphics

Force Limited, MIT Laser Lab, MIT Space Systems Lab: Machinist

Machined metal components on lathes and milling machines for production and research.

EDUCATION

Massachusetts Institute of Technology (MIT), Aeronautics and Astronautics

Areas of Focus: Solid mechanics and structural design, software for digital design and control
Won Luis de Flores Innovation Award for best senior project (propeller design) in class of 120.

Massachusetts Institute of Technology (MIT), Aeronautics and Astronautics

Specialized in control theory, flight simulation, and man-machine systems.
Master's thesis in modeling human performance in a man/machine system subject to varying information displays in the MIT Man-Vehicle Laboratory.
Wrote 3D flight simulator of an orbital transfer vehicle engaged in an orbital docking task.

Georgetown University, Business Management

Received full merit scholarship from Georgetown graduate MBA program.
Areas: General Management, International Business, Communications, Management Science