

PAUL M. PIOMBINO

PROFILE: Creative shirtsleeves technology professional with strong skills in business analysis, data analysis, strategy, product innovation and technology development with Microsoft tool sets. Primary background in technology services for Internet Information Technology, Electronic Publishing, Prepress Systems, Database Operations, Large Scale Database Publishing, and, specifically Web Publishing

EXPERIENCE:

WILINK
1998 to 2002 Chief Information Officer (CIO), Directed all IT development and maintenance activities through an entire rebuild of the Company's infrastructure and support systems – new specialized systems included Inventory and Fulfillment (+4M pieces shipped annually), Management Reporting (based on MS SQL-OLAP Services), and Webcasting Services.

REED ELSEVIER
1973 to 1998 Progressed through continually increased management responsibilities with Reed Elsevier -- a \$20BN+ world leading publisher and information provider with large concentrations of scientific, professional, business and consumer publishing in North America and Europe

1996 - 1998 *VP Technology -- LEXIS-NEXIS Business Information Services (BIS)*
Responsible for LEXIS-NEXIS BIS new product development. Organized and directed the product development and successful introduction of all newly introduced LEXIS-NEXIS' Internet World Wide Web (WWW) current awareness and research information products. Architect of all new World Wide Web business information products currently in development.

1994 - 1995 *Board Consultant for Technology Strategy -- Reed Elsevier*
Developed and championed Corporate Technology Strategy, Business Unit IT Strategy and IT Product Strategy -- strategy development and the technical evaluation of prospective M & A candidates. Counseled the Reed Elsevier board with respect to the company's positioning in CD-ROM, the Internet and the World Wide Web. Instrumental in the acquisition of LEXIS-NEXIS, acquired in 1995 for \$1.5B.

1990 - 1994 *Group President -- Reed Telepublishing & Information Services*
Bottom line responsibility for all Reed Elsevier's Technology service companies, International Computaprint Corporation (ICC), Online Computer System (OCS) and Computaprint, Ltd based in London, UK. Achieved and consistently recorded increased record profits for 23 years -- culminating in combined annual revenues of \$70M per annum with a 20% operating profit (in 1993).

1973 - 1990 *VP Commercial Division -- International Computaprint Corporation (ICC)*
Grew the company's commercial software services business from a revenue base of \$4M in 1976 to \$27M in 1990 -- with 25% margins. Rose through five levels of management to become President. Fully responsible for the company's systems design, development and operations -- and for over 200 large scale database publishing clients. Peak employees numbered 1000+. Successfully organized and managed the close integration of sales, systems and production necessary to achieve continual profitable growth -- personally designed and sold many of the larger client systems developed during the period.

UNIVAC and RCA
Computer Systems
1971 - 1973 *Computer Salesman*
Advanced to large-scale computer sales from an initial position as systems analyst/programmer.

US Air Force
1967 - 1971 *Captain*
Specialties included computer systems and electronics

EDUCATION: Advanced Management Program, Harvard University, 1987
Computer Systems and Programming Courses, USAF, RCA, 1967-71
BS Mathematics, West Chester State University, 1966