

BILL LIPNER

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WHAT I BRING TO YOUR ORGANIZATION

- Passionate about customer success.**
- Excellent interpersonal skills.**
- Effective communicator who enjoys writing and speaking.**
- Natural curiosity about technology.**
- Creative problem solver.**
- Accomplished project manager.**
- Business developer who takes responsibility for marketing and selling.**

PROFESSIONAL EXPERIENCE

Discovery Partners, Inc. March 2006 to Present
My DBA as an independent agent.
<http://www.discoverypartners.us>

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July 2014 to present Reseller: Docs Corp
portfolio of PDF enabling solutions.

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March 2006 to July 2014 Contract Sales Agent: Selling Docs Corp portfolio of PDF enabling solutions and managing a client base of about 165 clients.

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March 2006 to present Consulting: pdfDocs best practices, pdfDocs training (see www.pdfacademy.com and www.edms-consulting.com and www.lawyerpdf.com)

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April 2014 to present Management Consultant with The Mann Group. Helping to develop sales, marketing, and cash management strategies to position the firm for expansion.

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May 2012 to present Editor: Pinhawk's Legal Administrator Daily, a daily newsletter circulated to about 4800 business managers in the legal services industry.

LexisNexis Applied Discovery January 2004 to March 2006 - eDiscovery Consultant

Business development position requiring a detailed understanding of the EDRM Reference Model and the e-discovery lifecycle, and the Federal Rules of Civil Procedure and their impact on the discovery process.

Rookie of the Year 2004.

What I learned: how technology and the law intersect. The importance of records management and defensible disposition strategies.

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IMR (Captaris – CAPA) January 2003 to January 2004 - Regional Partner Manager

Direct and partner team selling of Alchemy database solution. Alchemy is a self-contained and portable content database.

What I learned: The leverage achievable through well supported and engaged partners.

Bulldog (September 2001 December 2002) - Account Manager

Managed 5 large key accounts assuring complete customer care and satisfaction. Company acquired by Documentum (now part of EMC).

What I learned: All about rich media content management.

eRoom TECHNOLOGY, INC. (January 1999 to September 2001) - Sales Executive

Direct and channel sales of eRoom web collaboration solution. Developed key account business with companies including Johnson & Johnson where eRoom became the **standard solution** for team collaboration. Company acquired by EMC.

What I learned: The value of enabled collaboration.

PC DOCS INC. (Opentext Hummingbird) (February 1994 to January 1999) - Legal Vertical Market Manager

Document management system sales and consulting. This position included direct sales, sales-team management, and partner team selling. **Sales achievement recognition (Ruby Club) in 1996, 1997, 1998.** Sales team management of U.S. Legal Services market of **\$6 million in revenue** - included direct supervision and responsibility for a team of 4 account executives and 4 pre-sales engineers.

What I learned: Always look to add value when working with clients and managing people.

Integrated Computer Management, Inc. (January 1993 to February 1994) - New Business Manager

Develop new accounts for regional systems integrator in the New York area.

What I learned: The value added by systems integrators who must understand the big picture and execute on the details.

Softsolutions Technology Corporation (November 1989 to January 1993) - Regional Sales Manager

Introduction of SoftSolutions document management in the northeast U.S., capturing vast PC-networking momentum and the need to manage document content.

What I learned: The impact that content management has in increasing efficiency, and reducing costs.

EDUCATION and TRAINING

Florida State University - Master of Business Administration

Florida State University - Bachelor of Science with a double major of Finance and Management

- ✓ Certified Document Imaging Architech (CompTIA CDIA)
- ✓ Adobe Certified Expert (Acrobat X)
- ✓ AIIM SharePoint Practitioner Certificate