BILL LIPNER

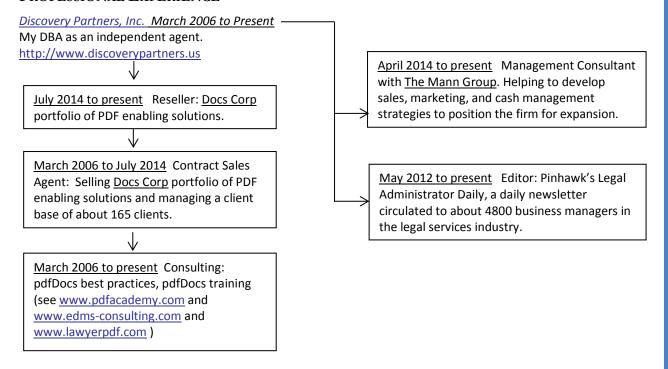
19 North Liberty Street - Asheville, NC 28801 917-723-1048

Bill.lipner@discoverypartners.us

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



LexisNexis Applied Discovery January 2004 to March 2006 - eDiscovery Consultant

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

Rookie of the Year 2004.

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

Bill Lipner

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.

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

<u>Softsolutions Technology Corporation (November 1989 to January 1993)</u> - <u>Regional Sales Manager</u> 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