

MICHAEL H. JACKMAN
ORLANDO, FL
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SUCCESSFUL TECHNOLOGY EXECUTIVE
PROVEN TRACK RECORD IN GROWTH & TURNAROUND SITUATIONS

Senior financial services software industry veteran with a track record of delivering revenue and profit growth in turnaround and early-stage situations. By combining strong technology skills, extensive senior management experience and deep domain expertise in Financial Services, Lending and Real Estate Internet applications I have been able to lead companies through periods of exponential growth and tremendous challenge.

ACCOMPLISHMENTS

Startup/IPO

- As GM spearheaded the financial services unit of a predictive technology/software growth stage company leading to successful IPO within 4 years
- As CIO built a strong IT organization and drove development and implementation of key enterprise software solutions that created distinct competitive advantage for a startup financial services organization. Ultimately leading to a successful IPO in 2003

Turnaround

- As CEO, led the turnaround of NASDAQ listed company leading to the sale of the company at a 300% return to investors within 18 months.
- As President/GM executed turnaround of lending software products division of Fortune 500 financial services organization, returning it to profitability and tripling install base in 2 years

Product Development

- Developed "first of its kind" predictive software solution which became one of the most successful credit card fraud detection products in the world (Falcon®)
- Launched one of the first fully automated consumer credit/mortgage decision and workflow management platforms
- Built the first "Zillow-like" automated property valuation platform
- Conceived and lead development of E3®, D+H's integrated BPM and SOAS based workflow and loan origination system for the mortgage industry

CONSULTING & INVESTMENTS

Buildrr LLC, Orlando, FL - CEO

2015-Present

Managing partner in investor group leading the acquisition of this digital management agency with a long track record of successful customer projects. Marquis customers include Lenovo, Mathnasium. Installed new management and technology teams to pursue new growth strategy.

Largent Properties, LLC, Orlando FL - Managing Partner

2007-2012

Recruited investors and industry experts to form a startup real estate investment company. Built construction and sales teams to conduct purchase, rehab and sales activities. Completed the acquisition, rehab and resale of dozens of residential properties

LendingSpace, Inc (LS), South Plainfield, New Jersey - Chairman

2006-2007

Brought in to lead an effort to sell the company. LS is an India-based Loan Origination software vendor serving the high-end US Lender market. We were quickly able to find a suitable buyer and soon thereafter negotiated and completed the sale to an east coast financial services organization. LS is now owned by LPS, a leading provider of mortgage and consumer services and software solutions.

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Baird Capital Partners, Milwaukee, Wisconsin - M&A Advisor

2005-2006

Provided due diligence advisory services to the Baird Private Equity and Venture Capital groups in support of their investments in several companies.

ComplianceEase, Burlingame, California - CIO/Advisory Board

2004-2006

The CEO of this compliance/fraud/risk management business asked me to help him with challenges in his product development and IT operations. I briefly assumed the position of Acting CIO. After a few personnel and process adjustments and improvements in project management I was able to bring in a new CIO and extricate myself from the day to day operations. I stayed on as an outside advisor until the operation was self-sufficient. The company remains a successful operation and is now partly owned by First American CoreLogic.

EMPLOYMENT HISTORY

President and CEO (2001-2003)

INTERLINQ Software, Inc., NASDAQ "INLQ", Bellevue, WA

- Recruited by the Board to turnaround former market leading mortgage software products company
- Defined turnaround vision, re-directed product strategy to develop E3®, its current lender product offering
- Rebuilt executive management team including new CIO and CFO
- Completed sale of the company to a financial services conglomerate (Harland Financial now D+H) for 300% investor gain within 18 months

President/GM (1998-01)

Fiserv, Inc. Lending Division, Orlando, FL

- Brought in by Fiserv CEO to turnaround mortgage/consumer/commercial lending software business
- Upgraded product quality, improved call center operation, implemented e-commerce strategy
- Increased revenues and profitability at an annual rate of 40% & 80% respectively
- Increased customer satisfaction and grew customer base by 200%

Chief Information Officer (1996-98)

Accredited Home Lenders (NASD:LEND), San Diego, CA

- Recruited by VC/founders to create a technology-driven competitive advantage for this start-up mortgage lender
- Built a strong team of software professionals, implemented Fiserv's Unifi loan processing package and directed the development of a proprietary underwriting automation system.
- These capabilities helped to establish the competitive edge which ultimately resulted in LEND being the most successful NASDAQ IPO of 2003

Vice President/GM, Financial Systems Division (1992-96)

HNC Software Inc. (now FICO, Inc.), San Diego, CA -

HNC's vision was to integrate business software with advanced statistical models and expert systems to provide, innovative, high ROI solutions to the mortgage, credit card, automotive and consumer lending market segments. During my tenure with the company it evolved from a \$7M startup into a successful public company worth over \$500M. It is now a division of FICO, Inc.(Fair Isaac) having been acquired in 2002.

- Led all divisional activities including strategic planning, product marketing, sales, software development, implementation and customer support
- Drove software development of the highly successful credit card fraud detection system. "Falcon" won the UCSD CONNECT Award in 1994. Market penetration increased from 2MM to 200MM accounts (90% share) within years of commercial release
- Created and drove product management of Colleague (now FICO's Capstone®), one of the first neural network based rules driven workflow management systems and AREAS, the industry's first automated property valuation system.

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Director of Systems & Technology (1984-92)

TRW Real Estate Lender Services, Orange, California

- Directed software development and major accounts integration of national settlement services provider
- Created the first order management system linking customers to TRW's title, appraisal and credit businesses
- Chairman of the Mortgage Industry's ANSI X12 Appraisal Data Standards Committee

Education

- BS Electronics Engineering CUNY

Awards

- TRW – Chairman's Award for Innovation
- HNC Software– UCSD Connect Award for Product Innovation

Other Industry Activities

- Former chairman of mortgage industry XML data standard committees
- Contributing author "Artificial Intelligence in the Capital Markets", Probus, 1995
- Recognized speaker at numerous Mortgage Bankers Association conferences and exhibits
- Contributing writer to mortgage industry trade publications
- Expert Witness for institutional level financial services software litigation