

# JIM FLYNN

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## BUSINESS PROFILE

An accomplished **entrepreneur** and **senior technology executive** with a proven track record of founding, leading and building world-class technology businesses.

**A visionary leader, experienced marketer, seasoned sales executive and technology expert all in one.** Worked for two multi-billion dollar corporations, led a publicly traded company, and built several technology-based start-ups. Able to collaborate effectively with both C-level executives from the largest corporations and the most technically sophisticated engineers.

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## PROFESSIONAL ACCOMPLISHMENTS

- Served as Chief Operating Officer of Alysis (NASDAQ: ALYS) until selling the organization to Pitney Bowes for \$24M
  - Co-founded Greenbar Software, which sold 18-months later for \$10M
  - Co-founded @Work Technologies with an investment of \$10K. Bootstrapped the business until selling the company for \$3.6M
  - Founded Overlook, LLC., which now offers one of the most sophisticated proprietary connected TV platforms in the world, running nine Internet TV channels
  - Co-founded EZTakes, grew the company into a profitable movie download business, and closed a \$2M angel investment round
  - Closed well over 100 formal sales, business alliance, and content licensing agreements with large and small organizations world-wide
  - As President of Overlook, created relationships with important industry players such as Roku, Samsung, Panasonic, Amazon, Google, Western Digital and Apple
  - Principal author of one of the first books on the Java programming language, *Visual J++ Java Programming*, which New Riders (a Macmillan imprint) published
  - Wrote several patents, including one issued so far: *United States Patent 6,850,950 - Method facilitating data stream parsing for use with electronic commerce*
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## AREAS OF EXPERTISE

### Mergers and Acquisitions

- Led or co-led three successful, multi-million-dollar company sales from initial contact, to term sheet negotiation, to due diligence, to closing, and post-acquisition integration

### Business Development

- As CEO of EZTakes and President of Overlook, closed over 100 content licensing agreements
- As President of Overlook, closed numerous formal contracts establishing alliances with leading consumer electronics providers, content licensing arrangements, and client relationships
- An expert negotiator, able to tactfully exploit strengths while mitigating weaknesses, and thus synthesize an optimum negotiating strategy

### Technology

- A background in both hardware and software engineering creates a deep understanding of technical issues, as well as an ability to quickly identify opportunities and overcome challenges

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## EMPLOYMENT

2012 – Present	Overlook, LLC., Northampton, MA <b>President &amp; Founder</b>
2003 – 2011	EZTakes, Inc., Northampton, MA <b>Chief Executive Officer &amp; Co-founder</b>
2001 – 2003	Pitney Bowes docSense, New York, NY & Holyoke, MA <b>Chief Operating Officer</b>
1999 – 2001	Alysis, Inc., Emeryville, CA & New York, NY <b>Chief Operating Officer</b>
1996 – 1999	@Work Technologies, New York, NY <b>Chief Executive Officer &amp; Co-founder</b>
1995 – 1996	Greenbar Software, New York, NY <b>Vice President of Business Development &amp; Co-founder</b>
1990 – 1996	International Financial Systems, LTD., New York, NY <b>Vice President of Business Development</b>
1983 – 1990	AT&T, White Plains, NY & New York, NY <b>National Account Sales Executive ('88 – '90)</b> <b>Computer Systems Engineer ('87 – '88)</b> <b>Software Engineer and Project Leader ('83 – '87)</b>

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## EDUCATION

1990	New York University Stern School of Business, New York, NY <b>Master of Business Administration</b> Dual Majors: Finance and International Business
1983	Manhattan College, New York, NY <b>Bachelor of Science</b> Major: Computer Information Systems, Minor: Accounting Graduated with magna cum laude honors (GPA: 3.54) Varsity Division I Wrestling Team Captain Held Resident Assistant and Resident Director positions

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## ADDITIONAL INFORMATION

- Performs volunteer work for WGBY | Public Television for Western New England (Marketing Committee), and The Montessori School of Northampton (computer automation)
- Avid skier and fitness enthusiast
- Married with four children
- LinkedIn: [www.linkedin.com/in/jamespeterf](http://www.linkedin.com/in/jamespeterf)