

# Ben Littauer

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## **SUMMARY**

Experienced technologist with business savvy and a track record of success. Seeking a management position that will leverage 25 years' experience in Internet technologies as an engineer, manager, entrepreneur, and management consultant.

- Strong, pragmatic business focus. Solution, not technology oriented.
- Deep understanding of a wide variety of Internet technologies and their application.
- Excellent communication skills, written and oral. Experienced presenting at the CxO level. Able to translate from geek-speak to business parlance and back again.
- Founder, President, and CTO of Baranof Software 1990-1997. Self-funded, profitable from year two.
- Technology Strategist in healthcare.
- Industry analyst.
- Excellent manager and mentor (in management positions since 1983).
- Recognized computer security expert (former CISSP).

## **EXPERIENCE**

### **Angel Investor, 2/2008 - present**

*Member, Boston Harbor Angels*

Joined BHA to help increase their presence in the IT/Software/Internet space. Currently they have a stronger presence in health care and life sciences (as do most New England angel groups) and want to expand other areas of their portfolio. A good deal of the work involves counseling very early stage companies, helping them refine their business plans and presentations to improve their chances to obtain funding.

### **Independent Consultant, 1/00 - present**

*Business and Technology Strategist*

Provided strategic, business and technical consulting to a variety of companies and organizations.

Engagements have included management consulting services to Internet startups the areas of mobile communications, CRM, instant messaging, spam protection, PKI, and social networking. Recent clients include LocaModa.com, Zion.com, Reflexion.net, and CafeAbroad.com.

Worked with established companies like Cisco Systems on healthcare applications, and Tumbleweed Communications on email security and spam prevention. Technical lead for the Massachusetts Health Data Consortium's secure B2B email initiative, which included developing a product certification program with The Open Group. Performed technology evaluations for presentation to Massachusetts healthcare CIOs.

Consulting analyst for Ferris Research, Inc., and Baroudi Bloor, two industry analyst firms.

Technology director and strategic consultant for Boston University Academy (high school).

### **CareGroup / Beth Israel Deaconess Medical Center, 12/98 - 12/99**

CareGroup is the second-largest integrated healthcare delivery network in Eastern Massachusetts.

*Technology Strategist*

Internal consultant to the CIO, focusing primarily on patient - provider interaction, directory services, and security issues. Architect of the PatientSite™ healthcare communication system now in use by thousands of CareGroup patients and their physicians. Spoke for CareGroup at several industry conferences, including Healthmart '99 and eHealthcare World, and was technical liaison to the Massachusetts Health Data Consortium.

### **Baranof Software, 3/90 – 1/98.**

Baranof Software was the leader in application service-level management for email and Internet servers.

#### *Founder and President*

Led the company from its inception as a sole-proprietor E-Mail consultancy to market leadership. Invented Baranof's products, including its flagship product, MailCheck®, the leading electronic mail management system (used by more than 2500 sites worldwide including more than 50% of the Fortune 200), and IP.Check, an Internet service-level management system.

Responsible for technical and marketing direction of the company. Represented Baranof in the industry by talking to the press, publishing papers and articles, and speaking at trade shows and conferences. Baranof's representative to the Electronic Messaging Association (EMA). Developed proprietary sales force automation system for internal use. Negotiated marketing agreements with third-party software companies.

Baranof was successful because of a strong teamwork ethic set by senior management. Delegation of responsibility to highly motivated staff members let Baranof be responsive to customer demands and market conditions. Baranof went from zero revenues to a \$3.5M annual sales run rate with no outside funding, profitable since its second year.

Baranof was acquired 10/1997 by Tally Systems, which was acquired by Novell in 2005.

### **Notework Corporation, 5/91 - 10/91**

Notework (later ON Technology, acquired by Symantec) sold the leading DOS-based pop-up email client.

#### *Consulting Director of Development*

Responsible for new electronic mail products and upgrades to existing products.

### **Sun Microsystems, TOPS Division, 10/88 - 3/90**

The TOPS division of Sun was the leader in Macintosh networking software.

#### *Manager, InBox Development*

Managed six engineers producing new version of InBox electronic mail product on both Macintosh and DOS platforms. Responsible for architectural issues and project management.

### **Lotus Development Corp., 2/86 - 7/88**

Lotus (now IBM) was the second largest manufacturer of desktop productivity software for the PC.

#### *Manager, Communications Development, 11/87 - 7/88*

Engineering manager and architect for components of Lotus Notes. Lotus representative to the EMA (Electronic Mail Association). Manager and lead architect for major revision of Lotus Express PC electronic mail product, responsible for 10 engineers in US and UK.

### **BBN Communications Corp., 3/81 - 1/86**

BBN was instrumental in the development of protocols and software that became the backbone of the Internet.

*Group Leader, Network Utilities & Terminal Access Controller (TAC), 9/84 - 1/86*

Manager and technical lead for BBN's network management system and the TAC, a TCP/IP terminal concentrator.

## **EDUCATION**

### **Cornell University, 9/74 - 5/78**

A.B. Cum Laude in Philosophy and Mathematics.

### **Harvard Law School, 9/79 - 12/80**

Enrolled for J.D. Withdrew from program with 3.0 GPA.