

JAMES H. (“JIM”) SMITH

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SUMMARY

Highly motivated senior management professional with excellent interpersonal and leadership skills. Successfully started, managed as President/CEO, and sold a \$10 million per year software company known for customer loyalty and satisfaction. Directly involved in all facets of the business including sales, operations, support and finance.

Specific accomplishments and credentials include:

- Negotiated a 10 year franchise extension with the Navy and implemented digital technology as part of that extension.
- As President/CEO successfully argued a reconsideration of the term of debarment for Americable International.
- Oversaw Internet implementation at US Military bases on mainland Japan for Americable International Inc. Increased Internet subscribers to 6300 over a 2 year period.
- Founded Applied Automation Techniques in 1985 and served as President/CEO for 16 years before successful sale in 2000 to Kaba Holding.
- Oversaw growth of AAT from 3 to 65 employees. Doubled revenue annually from 1986-1997.
- Successful investment of VC funding in 1997, including return on investment during particularly difficult period of “post millennium”.
- Successful sale of corporation December 2000.
- Major focus on customer satisfaction led to 99% of customer base serving as excellent references. Over 100 installations including Boeing, Raytheon, General Electric, United Defense, Snap On Tools, Johnson and Johnson, L3 and BFG Aerospace.
- Hands on approach to management in every facet of the company.

PROFESSIONAL EXPERIENCE

AMERICABLE INTERNATIONAL INC.

President/CEO

2/2006 – Present

- Assumed President CEO with responsibility for all facets of the business. Company focus is servicing US Military installations in mainland Japan. Currently managing approximately 40 employees across 5 locations.

Executive Vice President Operations

11/2004 – 2/2006

- Assumed Operational role with responsibility for all facets of the business. Company focus is servicing US Military installations in San Diego and mainland Japan.

BLUE WATER SYSTEMS LLC

President/CEO

Computer consulting and Marine Computer Systems

2003 – 11/2004

- Developed and marketed monitoring and control system for marine applications

Consulting Contract with Americable International

- Internet implementation for Navy bases on mainland Japan
- Specified and implemented new computer hardware for office and accounting systems
- Worked with accounting staff on conversion of data to new system

KABA BENZING AMERICA

Board of Director **2000 - 2006**
Retired as President/CEO at conclusion of employment contract. Active Board member and consultant to the company
• Working with new CEO
• Approval of annual Budgets, strategies, and direction

President/CEO **2000-2002**
Retained as President/CEO after successful sale of company to Kaba Holding AG. Oversaw integration of Kaba Benzing product line into US market place.
• Re-tooled sales model for SAP customers and Kaba products
• Integrated foreign hardware and software into US marketplace

APPLIED AUTOMATION TECHNIQUES **1985-2000**

President/CEO Chairman of the Board
Founding partner in 1985. Ran company from 1986 to sale in 2000.
• Ran service department, extensive experience on technical side with data collection hardware, UNIX systems administration, customer service issues.
• Closed deals with GE Lighting, Boeing, Raytheon, Johnson and Johnson and many others. Integral part of sales team.
• Managed customers on a continuous basis to maintain high standard of customer satisfaction.
• Managed company through a \$3,000,000 infusion of VC money and associated changes in accounting, management reporting etc.
• Assembled top flight management and technical team.

DOW CHEMICAL COMPANY – CORDIS DOW DIVISION

Project Engineer **1983-1986**
Part of team that worked on project to automate all facets of artificial kidney production.
• Extensive work with barcode scanners, printers, and tracking applications
• Automation work on assembly and packaging lines

Production Engineer **1978-1983**
Production Engineer in Fiber production area of plant.
• Duties included all phases of production, monitoring of equipment, computer systems, and quality.
• Two 4 month training periods at Dow facilities in Midland and Sarnia, Canada

EDUCATION

BE Cum Laude Biomedical and Electrical Engineering – Vanderbilt University **1974-1978**

PERSONAL

Married 24 years, 2 children (13 &18) Hobbies include boating, fishing, mechanical work, computers