

ROBERT FABBIO

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PROFILE

EXECUTIVE LEADERSHIP * BOARD DIRECTOR * OPERATING PARTNER * INVESTMENT PROFESSIONAL

Strategic. Visionary. Innovative. Market-focused. Results-oriented. Experienced. Metric-based.

Business endeavors have created over \$1.7B in shareholder value at time of exit.

Proven track record of seeing business opportunities in software/SaaS, eCommerce/social, IT systems, small business marketing, and healthcare industries, defining and communicating vision and strategy in startup, existing, and turnaround businesses, building teams around performance-based cultures, developing operating plans and metrics, delivering results, and creating significant shareholder value for organizations from pre-revenue to \$50M.

EXPERIENCE

WELLTOK, INC., Denver, CO

2019 - 2021

Provides Consumer Activation solutions to the healthcare industry and beyond. Solutions built on a common cloud-based platform that integrates big data, genetic machine learning, multi-channel outreach, and real-time accounting of consumer actions taken.

President & CEO

Responsible for the turnaround of an \$85+M revenue business that was put together through a series of acquisitions. In 8 quarters, moved the business from a “troubled company” to one that achieved liquidity.

eRELEVANCE CORPORATION, Austin, TX

2013 - 2019

Provides a game-changing suite of tech-powered lead management services to small businesses (primarily healthcare practices) to drive their growth and reduce their workload (D2C Marketing, SMB Multi-channel Marketing, Machine Learning, Lead Management, Call Center)

Founder, Chairman, President & CEO

Responsible for launching the company, designing the service offering and the business model, recruiting the team, raising capital, operating the business, and more

- Initially, drove the company to sell a suite of tech-powered services to small businesses growing the business triple digits in its first 3 years of sales resulting in annual recurring revenue of \$7.5M
- Refined the business strategy to sell tech-powered lead management services to small businesses, driving ARR from \$0 to \$1.6M in 7 months of sales
- Recognized by Red Herring 100 Global & N. America, Austin Inno’s 50 on Fire, Austin A-List, Built-in Austin 50 Startups to Watch, and more

WHITEGLOVE HEALTH, INC., Austin, TX

2007 – 2013

Provides a comprehensive suite of best of breed technology-enabled population health management services to self-funded employers (Mobile Primary Care, Population Health, Integrated Delivery System)

Founder, Chairman, President & CEO

Responsible for launching the company, designing the disruptive business model, raising \$37M in equity capital, completing the S-1, preparing the company for the IPO, and completed roadshow

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- Architected a comprehensive technology-enabled solution that was adopted by 140 employers to improve health and wellness, lower healthcare costs and improve the patient experience
- Refocused the business strategy from consumers to self-funded employers, leading to a compounded annual growth rate of 163% resulting in annual recurring revenue of \$10M
- Recognized in 2010 as an ABBY finalist for Innovative Health Care Delivery & Clayton Christensen as a Disruptive Innovator

CESURA, INC. (FORMERLY VIEO, INC.), Austin, TX

2001 – 2006

Provides on-demand managed services for the financial service, healthcare, and retail markets (Machine Learning, Full-stack Monitoring, Real-time Management, Web Application Performance, Adaptive Infrastructure Management)

President & Chief Executive Officer

Responsible for refocusing the business strategy from an InfiniBand consulting company to a managed services company that leveraged a proprietary, award winning network device (Adaptive Infrastructure Management Device) funded with a \$15M in equity capital raise

- Defined the Adaptive Application Infrastructure Management vision and business strategy, leading to recognition by DEMO 2003 as one of the year's most promising new products, *Computerworld's* 2004 Innovative Technology Award, *InfoWorld's* 2004 Systems Management Product of the Year, and *Network World* 2003 Start Up to Watch
- Despite the acquisition of 12 large enterprise accounts in the first year as a managed service provider, the company was forced to wind-down due to the collapse of the investor syndicate

TL VENTURES, Austin, TX

1998 – 2001

Provides venture capital, currently winding down operations and investment portfolios

Managing Director

Responsible for managing \$1.5B with a focus on early stage investments, opening and running the Austin office, managing thirteen investment professionals, evaluating new and follow-on investments and contributing as a director on thirteen corporate boards. Created nearly \$1B in shareholder value at time of exit with an 87% internal rate of return

- Incubated Agere Systems as the active Chairman and sold to Lucent 18 months later for \$415M
- Made \$35M in investments to return \$140M; left firm to run a portfolio company (Cesura/VIEO)
- Recognized in *Forbes' Midas* 2002 List as one of the "Top Performing Venture Investors"

AUSTIN VENTURES, Austin, TX

1997 – 1998

Provides venture capital to emerging companies, one of the largest players in the Southwest

Venture Partner

One Austin Ventures first Venture Partners responsible for reviewing new deals and mentoring entrepreneurs and executives as an interim CEO or active Chairman for portfolio companies (Deja.com, Trijecta, Ventix, and others) while also incubating new business ventures

- As an active Chairman, defined strategy and operated Deja.com till full-time CEO was recruited
- Incubated and launched the first company, Ventix Systems, which later successfully merged with Motive Communications and went public in 2004

DAZEL CORPORATION, Austin, TX

1991 – 1997

Provides enterprise output management software; sold to HP in 1999 for \$180 million (Enterprise Software, Output Management, Web Publishing)

Founder, Chief Executive Officer

Responsible for launching the company, defining the output management solution, raising \$18M in equity capital, assisting with the selection of investment bankers, drafting the S-1 for an IPO, and establishing a new software category called Output Management

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- Increased the valuation of the company by 9x over an 18 month period leading to its recognition as one of the hottest early stage private companies in the software industry by *Software Magazine* and the company to watch by *Upside and Red Herring Magazine*
- Propelled revenue from \$800K to \$10M in 2 fiscal years, achieving a 490% growth rate
- Drove revenue growth by 240% between 1995-1996, putting the company on a \$25M revenue plan for 1997 making it a market leader in Client/Server Output Management
- Received the Ernst & Young Entrepreneur of the Year award

TIVOLI SYSTEMS, Austin, TX

1989 – 1991

Provides infrastructure management software, sold to IBM for \$748 million (Enterprise Software, Distributed Systems Management)

Founder, Chief Executive Officer, President, Vice President of Business Development

Responsible for launching the company, driving the industry standards, managing business relationships with large OEMs and early key customers, marketing, defining the new consulting business unit, raising \$3.5M in equity capital, recruiting and managing the initial team

- Patented an open system software management architecture for data processing
- Completed the first release of the TME product offering that was used to raise venture capital
- Drove industry standards organizations, the Open Software Foundation and Unix International which established TIVOLI Systems as the industry leader in Distributed Systems Management by influencing industry analysts, press, and standards bodies

IBM CORPORATION, Austin, TX

1987 – 1989

Manufactures and markets computer hardware and software, and offers infrastructure, hosting and consulting services in areas ranging from mainframe computers to nanotechnology (Unix, Operating Systems, Systems Management)

Lead Architect & Manager

Responsible for bringing AIX on the RS/6000 Unix workstation to market, leading the architecture and development teams in the development of AIX RS/6000 systems management products

- Achieved 3 invention levels in a single year with 5 U.S. patent filings and 7 technical disclosures
- Drove the formation of systems management standards groups

Previous experience includes technology architect and management positions at Prime Computer, Applix, Computer Consoles, and the Eastman Kodak Company.

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EDUCATION

Master of Science, Computer Science, 1984
Rochester Institute of Technology, Rochester, NY Graduated with Distinction

Bachelor of Arts, Chemistry & Computer Science, 1979
State University of New York, Potsdam, NY Graduated with Distinction

Associate in Science, Chemistry 1977
Mohawk Valley Community College, Utica, NY Graduated with Distinction

ACKNOWLEDGEMENTS

Ernst & Young Entrepreneur of the Year Award in 1997 and Ernst & Young Entrepreneur of the Year Austin and National Judge

1997 BusinessWeek recognition as one of Austin's top 5 entrepreneurs

Digital South magazine's 1999 list of "Most Influential People In the South's New Economy"

Forbes magazine's 2002 Midas List of the "Top 100 Technology Venture Investors (Technology's Top 100 Dealmakers)"

Governor Perry's Advisory Council on the Digital Economy

2013 Rochester Institute of Technology Innovation Hall of Fame