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## E. SCOTT MENTER

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### OBJECTIVE

Play a key leadership or advisory role in a diverse organization committed to improving the lives of its customers, employees, and stakeholders.

### OVERVIEW

Scott is a creative, people-focused leader with broad experience and deep roots in technology. A skillful public speaker and published author, Scott believes that success is born of clear and honest communication, and thrives in an environment of hard work, easy laughter, and uncompromising ethics.

 [linkedin.com/in/escott](https://www.linkedin.com/in/escott)

 [@MrMenter](https://twitter.com/MrMenter)

 <http://proprocess.io>

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## PRINCIPLES

- Everything depends on creativity, flexibility, and communication by leaders and team members alike.
- *More of the same* is rarely an acceptable strategy.
- Leadership demands passion and entrepreneurial spirit, always balanced by a strong moral compass, a sense of humor, and a commitment to the success of every member of the team, at work and in life.

## PRIOR PROFESSIONAL EXPERIENCE

### **BP LOGIX, INC., 2010-2020**

VP BUSINESS SOLUTIONS / CHIEF STRATEGY OFFICER

Nurtured this small software venture from ~\$1MM annual (mostly non-recurring) revenue into a thriving business enjoying >50% recurring revenue, and to a successful 2019 exit. BP Logix is a recognized innovator in the business process management (BPM) / intelligent process automation (IPA) marketplace. Reporting to the founders, Scott acted as both individual contributor and senior executive manager, with primary responsibility for product direction, product marketing, partnerships, and revenue models, among many other functions.

Scott was the face and voice of BP Logix to the BPM analyst community, leveraging his communication skills and business background to provide context for the features and benefits offered by the company's products. He brought that same sensibility to the executive team, where he was directly responsible for ensuring that product features, services, pricing, and marketing anticipated the needs of the market. Scott created the conceptual basis for product features including (among others) case management and data virtualization—advancing the product with deeply integrated, high-demand capabilities.

Back in 2010, Scott pioneered the introduction of the company's cloud offering. Over the years, he led a successful effort resulting in Gartner's selection of BP Logix to its Magic Quadrant for Intelligent BPM Software for five consecutive years. Scott's contribution was also critical to the company's selection (among a small number of winners drawn from a pool of hundreds of entries) for recognition on four different occasions by the

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*[Scott] was instrumental in the growth of BP Logix, as well as helping in my personal development in business. Working with Scott we started with a small group of engineers and built it to a very successful company, a fun and challenging experience. One of his key strengths is being able to do just about any job function needed. His experience in running his own companies, and being part of large companies, gives him a very unique perspective that is hard to find. He has the rare combination of a being a technologist, a businessman and a writer.*

— Founder & CTO, BP Logix, Inc.

*Scott is a seasoned technology leader who possesses an uncommon mix of skills and abilities. Perhaps more importantly, he knows how to instill trust in his business partners and those he leads. He does this by remaining transparent in his interactions (there's no ulterior motive or hidden agenda) and by maintaining integrity to his ideals. Because he's approachable, and always has an insightful perspective to share, he is regularly sought out by his team, peers, and business partners for advice, ideas, solutions.... Added to all this are his superior communication skills, great sense of humor, and the fact that regardless of the situation, he always remembers to treat people, well... like people.*

— Direct Report (Team Manager)

Workflow Management Council for its prestigious Excellence in BPM Award.

His mission accomplished upon the company's acquisition in 2019 by a private equity group, Scott honored a commitment to remain for six months to help smooth the transition. He left BP Logix in March 2020.

### **WAMU INVESTMENTS, 2006-2009**

#### HEAD OF TECHNOLOGY

Reporting to the president, led the technology organization for this nationwide retail broker/dealer (a division of Washington Mutual Bank). Scott and his team of about three dozen technology professionals navigated WaMu Investments through complex regulatory challenges, rapidly changing products, and major relocations, in addition to the day-to-day challenges of managing a brokerage operation with tens of thousands of customer accounts.

Following the collapse of the parent company, Scott was retained by acquirer Chase to assist in the migration of the brokerage platform. During this period, he spent considerable effort engaged in mentoring displaced team members.

### **UNIVERSITY OF CALIFORNIA, IRVINE, 2003-2006**

#### DIRECTOR, INFRASTRUCTURE SERVICES

Reporting to the Assistant Vice Chancellor for Academic Computing, Scott directed the Infrastructure Services team, servicing a population of approximately 30,000 students, staff, faculty, administrators, and others. Critical services provided by Scott's team included email, process automation, computing, storage, hosting, datacenter operation, consulting, and information security services

In the famously consensus-driven university environment, Scott was an agent of change. He established a profit center within his organization, providing IT consulting to departments and researchers. He also reanimated a committee of departmental computing heads, recasting it as a valuable source of feedback for the academic computing organization, a channel for communicating that group's successes (and shortfalls), and a forum for sharing ideas.

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*Scott brought with him not only an exceptional technical expertise but an in-depth knowledge of the brokerage business. This combination of skill sets, plus his ever-present sense of humor, helped us to significantly improve the stability of our technology infrastructure while "pushing" the business to think strategically as to how technology could be used to improve operational efficiencies and increase revenue growth. Scott brings that rare ability to bridge the most complicated techie-speak with a keen insight into what the business is really asking for but not always able to articulate well. Finally, Scott's leadership and humanity helped to build a loyal, competent, and highly respected technology team. I would highly recommend Scott for any position.*

—Colleague (VP Portfolio Mgmt.)

As a member of the executive team reporting to the AVC, Scott collaborated on significant technology efforts with his peers responsible for networking, research, instruction, and the campus help desk. He also worked with colleagues on other campuses and in the Office of the President on statewide policy and technology procurement matters.

### **ENTERPRISE SYSTEMS MGMT CORP., 1992-2003**

#### FOUNDER AND CEO

For over a decade, Enterprise Systems Management Corp. and its subsidiary helped large enterprises organize and operate their datacenters and networks. The company also built and marketed software for identity management and process automation. ESM Corp. counted a number of Wall Street giants, such as Merrill Lynch and Salomon Brothers, among many others, as long-time customers.

### **EDUCATION**

#### **BRANDEIS UNIVERSITY, WALTHAM, MA**

B.A., Computer Science

### **ADDITIONAL LEADERSHIP EXPERIENCE**

#### **THE AMANDA COMPANY**

##### MEMBER, BOARD OF DIRECTORS

Acted as outside board member for this voice mail software venture. During Scott's tenure, the company reached #27 on the Inc. 500 list of fastest growing companies, won numerous industry awards, and inked a course-changing OEM deal with a major telephony hardware manufacturer.

#### **VARIOUS NON-PROFIT ORGANIZATIONS**

##### MEMBER, BOARD OF DIRECTORS

Scott has served on or led a number of boards of advocacy, professional, and community organizations.