

BIO OF RICHARD P. DALY

Richard P. Daly is the President of CONSATECH, Inc., a management consulting and investment firm founded in 1986 and specializing in serving emerging companies, particularly in the computer software and services industry.

Mr. Daly received both Bachelor of Engineering and Business degrees as well as an MBA from the University of Minnesota. Over the past eighteen years, he has served as a business advisor to over 200 start-up and emerging computer software and service companies, has been the founder of ten, and serves as a member of the Board of Directors for several companies. He has had broad experience in the planning and implementation of business and product strategies for these companies with particular emphasis on market-driven, high-growth rate environments.

From 1971 through 1984, as the CEO of Comserv Corporation, Mr. Daly has had extensive experience with developing and marketing application software products. This included expansion into the international market; setting up sales offices in London, Frankfurt, Paris, and Dublin; and establishing product development and support facilities in Ireland.

In addition, as the CEO of publicly held companies for over 25 years, Mr. Daly is highly knowledgeable in developing and implementing financial plans to successfully meet both "start-up" financing as well as other significant financial needs of rapidly growing, emerging companies.

Beginning in 1988, Mr. Daly has played a very active role as an officer and director in building the Minnesota Software Association which was merged with the Minnesota High Tech Council to form the 500 member Minnesota High Tech Association (MNHTA). In 1993, Mr. Daly incorporated the Software Technology Center (STC), a not-for-profit Minnesota corporation, organized to help software developers in the North Central region of the United States bring higher quality products to market more quickly. In 1998, both MSA and the STC were merged with the Minnesota High Tech Council to form the Minnesota High Tech Association.

Mr. Daly has played a very active role at his alma mater, the University of Minnesota. He is a lifetime member of the Alumni Association, officer and director of the Institute of Technology Alumni Society, and is involved in numerous activities including mentoring graduate students at the Carlson School of Management.

CONSATECH has had a very active program to work with outstate companies. This has included software and service companies in Rochester, Mankato, Welcome, Winona, Glenwood, St. Cloud, Austin, Albert Lea, and Duluth. Mr. Daly has worked closely with Team Duluth, assisting with the development of Technology Village and Soft Center Duluth. In recent years, Mr Daly has worked with his clients to put in place customer support centers, utilizing economic development funding, to create attractive job growth prospects in a number of outstate Minnesota communities such as: Two Harbors, Grand Rapids, Laverne, Duluth, and Red Wing.