

Matt Harris

Overview

As a five-time CEO, Harris has led companies large and small, public and private, domestic and international. Harris' leadership experience includes not only achieving high growth in both established and emerging technology markets, but also successful restructuring of distressed businesses. Harris has led firms in a number of different market segments, including mobile services and technology, networking infrastructure, automotive technology, marketing services and technology, and healthcare technology. Harris' global experience includes leading operations in more than 30 countries, and acquiring or divesting businesses in the U.S., Canada, the U.K., France, Finland, South Africa, Australia, and Japan. Drawing on his experience as a CEO and his background in finance, law, and technology, Harris brings a wealth of experience to each engagement.

High Growth Firms

Harris has led a number of high growth companies, including:

- [a marketing services and technology business, where he achieved consistent year-over-year revenue growth in excess of 50% with a resulting exit valuation in excess of nine times revenue;
- [a wireless technology infrastructure business, where he led the company to a 100% increase in revenue in less than two years while increasing the firm's enterprise customer base by a factor of 10, positioning the firm for even higher growth in the succeeding years;
- [an embedded operating system and application software company, where he generated revenue growth in excess of 500% in less than three years.

Harris achieved these results through both tactical and strategic initiatives. He has restructured and expanded sales organizations, built marketing organizations from the ground up, developed and executed on new product strategies, restructured and in several cases replaced business models, built services organizations, developed partnerships and joint ventures with firms such as Accenture, IBM and Samsung, opened operations in new geographies, responded to shifting legal and regulatory requirements (including the Affordable Care Act and the TCPA) and rebuilt management teams.

Distressed Businesses and Turnarounds

Harris has also had demonstrated success when brought in to lead distressed firms. He was, for example, retained to restructure a mid-tier (\$100+ million) software tools business that had been consistently losing \$20 million or more annually. Rebuilding the team, refocusing the business (using the RED process), divesting a strategic but money-losing division to Nokia, and substantially reducing expenses, Harris' achieved profitability in less than 18 months. The turnaround resulted in a successful exit as part of a larger private equity buyout.

Global Experience

In the course of his CEO career, Harris has built and led operations around the globe. He's run development centers in the U.S., the U.K., France, Poland, Israel, South Africa, Australia, China and Japan. Harris has led sales and marketing operations in each of those countries plus Finland, Sweden, Denmark, Germany, Italy, Turkey, India, Singapore, Indonesia, Taiwan and South Korea. He's done business with customers in all of those countries plus 16 more. Harris has acquired companies in the U.K., France, Australia, Japan, Canada and the U.S. He's also developed partnerships across geographies, including with Accenture in Europe, HP in the Middle East, Sybase in Southeast Asia, Samsung in South Korea, and IBM in the U.S. Harris has sold businesses to buyers in the U.S., Canada, the U.K., Finland, South Africa, Australia, and Japan and has led successful fundraising efforts in the U.S., Europe and Asia.

Market Segments and Business Models

During his career as a CEO, Harris' leadership has spanned a number of market segments, including:

- [healthcare technology (mobile)
- [mobile technology (wireless carriers, handsets, software tools)
- [marketing services and technology (mobile)
- [automotive (embedded software, software tools)
- [networking (embedded software)
- [gaming technology (software tools, developer programs)

Representative customers include Coke, Vodafone, Sprint, MTN, HP, Motorola, Starbucks, Samsung, Sony, Nintendo, Sharp, Softbank, The Mayo Clinic, Mercer Group, Bharti Airtel, Standard Bank, and Citi.

As a CEO, Harris has implemented a variety of business models including traditional license, services, and maintenance revenue models; managed services offerings; hardware design licensing and sales; and SAAS platform offerings.

Background and Education

Harris has a finance degree, a law degree, and a systems engineering education. Harris spent his early career as a developer on large scale manufacturing and retail systems and as an attorney representing (or opposing) firms such as Apple, Sun Microsystems and Microsoft. Harris also was a founding member of a nationally recognized law firm, where he helped design and implement an innovative, customer-centric business model, mounting a successful challenge to the traditional high cost, low return legal services business model.

Harris lives in Seattle, Washington.