

ROBERT A. VERNON

bobby@bobbyvernon.com

Education

M.B.A., *Fuqua School of Business, Duke University*

B.S., International Business, Minor in History, *Georgetown University*

AACSB Bridge Program Certification, *Andersen School of Management Executive Education, UCLA*

Experience

Co-Founder & Director

Sep 2000 - Present

ProcessMaker, Inc., Durham, NC

Co-founded ProcessMaker which offers a leading open source, cloud based workflow and BPM software suite that makes it simple for companies to automate form-based approval driven processes and interconnect people and existing company systems. The firm employs 110 people operating in 3 offices in the U.S., Colombia, and Bolivia. The company also has a network of more than 35 partners located on 5 different continents. ProcessMaker was recently named Inc. Magazine's 5000 fastest growing private companies and was selected as a Red Herring Top 100 North America winner in 2016.

Founder & CEO

Dec 2010 - May 2015

Howden Specialty Underwriters, LLC, Miami, FL

Founded a specialized *retail* underwriting distribution firm focused on the SME financial liability insurance market in the U.S. In less than 5 years, the firm booked more than \$30 million of top line revenue with 10 employees operating out of one office based in Miami, FL. Sold my equity stake at a value of approximately 20x the original investment.

Founder & CEO

Jun 2006 - Nov 2010

VK Howden, LLC, Miami, FL

Founded a specialized *reinsurance* underwriting and wholesale brokerage distribution firm focused on the Latin American financial insurance market. In fact, the firm was one of the first of its kind and played a major role in establishing Miami as the regional hub for wholesale insurance distribution into Latin America. The firm employed 16 employees operating in 6 offices located in Argentina, Brazil, Colombia, Mexico, Puerto Rico, and Miami. The company was sold to the Hyperion Insurance Group, a UK based insurance holding company for approximately 10x EBITDA.

Vice President/Director

Oct 1997 - Sep 2000

Reliance National, Sao Paulo, Brazil and Buenos Aires, Argentina

Launched and managed the Latin American financial insurance division from Buenos Aires, Argentina. Educated partners and clients around the region on various financial insurance products. Assisted in the due diligence and acquisition of BMC Aseguradora, and played a large role in the design of the firm's entry strategy into the Brazilian market. Relocated to Sao Paulo, Brazil to oversee the integration and execute on the firm's early stage market strategy.

Publications

Tackling Dummies, *Playing Amateur Football Smarter*
Redwood Publishing, LLC, ISBN #978-0-9975242-1-5

Aug 2016

An Amazon #1 Best Seller, *Tackling Dummies* provides both an objective and insider's look at the game, shining a clear and sometimes uncomfortable light on the key problems with the sport and culture of amateur football, specifically confronting the concussion crises. Both technical and common-sense solutions are provided in a simple and easy-to-understand way, which will help all players and coaches perform better, play safer, and have more fun.

Community

Varsity Football Coach
Palmetto High School, Miami, FL

Apr 2015 - Present

Developed the "Heads Out" tackling theory (www.HeadsOutTackling.com) and serve as the team's tackling coach, defensive backs coach, and assistant defensive coordinator. Launched and funded a program to motivate and encourage football student athletes to perform better in the classroom and assists in placing athletes into high academic college football programs.

Other

University of Miami Business School, *Guest Lecturer*

Feb 2017

Deering Bay Marina Association, *Board Member*

Dec 2015 - Present

Languages

English fluency, Spanish proficiency, and conversational Portuguese