



Management Team

Euan C. Menzies, President & CEO

Currently President and chief executive officer and a member of the Board of Directors, Euan Menzies joined Vertafore as president and chief operating officer in September 2000 and has been chief executive officer since May 2001. From 1987 until early 2000, Mr. Menzies was a senior executive with The Thomson Corporation, where he held a number of general management positions, most notably as the president and chief executive of Thomson's tax and regulatory division (RIA Group). From February 2000 until September 2000, he was chairman and chief executive officer of iClick, an Internet-based software and services company in the human resources sector. Mr. Menzies is a chartered accountant in the U.K., and earned his undergraduate degree (B.Acc) from Glasgow University, Scotland.

Bill Bunker, President, Vertafore Agency Markets

Bill Bunker joined Vertafore in September 2005 as senior vice president, Product Management and Marketing and served in that position until 2008. Mr. Bunker was then promoted to President, Agency Markets in 2009. Most recently, Mr. Bunker held the position of vice president, Marketing and Business Development at MessageGate, Inc. Prior to MessageGate, Mr. Bunker was a key member of the executive team at Onyx Software, with responsibility for the company's top vertical market, financial services. At Onyx, Mr. Bunker also served as the company's vice president of marketing and product management where he managed product and corporate strategy, including the company's shift to a Web-based CRM product suite. Prior to joining Onyx, Mr. Bunker worked for Booz Allen & Hamilton. He holds a B.A. in Economics from Dartmouth College and an M.B.A. from the Kellogg School of Management.

Jeff Groh, Senior Vice President, Chief Financial Officer

Jeff Groh joined Vertafore in December 2008 as senior vice president and chief financial officer (CFO). Mr. Groh most recently served as CFO for Harland Financial Solutions (HFS), a leading provider of application software and services to the banking, credit union and financial services market. Prior to HFS, Mr. Groh held the role of CFO at BISYS Investment Services, a leading outsource provider of mutual fund, retirement, hedge fund and private equity administration. During his time at BISYS, Mr. Groh was instrumental in the successful acquisition and integration of multiple companies. Mr. Groh's early career included long tenures in senior financial roles within blue chip powerhouses, including Price Waterhouse and GE Capital.

Vance Huntley, Senior Vice President, Chief Technology Officer

Vance Huntley was appointed as Vertafore's Chief Technology Officer in February 2009. Mr. Huntley joined the company in December 2003 and has held various leadership positions in rating, carrier, and enterprise agency product lines. Prior to his work with Vertafore, he held the position of CTO at theglobe.com, where he led software development and IT operations during the company's growth from prototype in 1995 to one of the most heavily trafficked sites on the Internet with nearly 10 million users 4 years later. Mr. Huntley has also led software development projects for the healthcare and semiconductor industries as an independent consultant. Mr. Huntley has been writing software for fun since 1984, and professionally since 1991 when he wrote educational software for vector calculus students while completing his BS in Applied & Engineering Physics at Cornell University.

Darryl Lemecha, Senior Vice President, Chief Information Officer

Darryl Lemecha joined Vertafore in November 2007 as senior vice president and chief information officer. Mr. Lemecha is responsible for leading corporate information technology strategy and hosting services. Prior to joining Vertafore, Mr. Lemecha held the position of chief information officer at ChoicePoint, where he was responsible for technology shared services, security and risk management, customer support and implementation and customer credentials management. In his role as ChoicePoint CIO, Lemecha received numerous accolades, including being named one of Computerworld's Premier 100 IT Leaders, Oracle CIO of the Quarter and a finalist for the Georgia CIO of the Year.

Matt McKernan, President, Vertafore Carrier & MGA Markets

Matt McKernan joined Vertafore in February 2009 as president of Vertafore Carrier & MGA Markets. Prior to joining Vertafore, Mr. McKernan held a variety of executive positions during a 10-year career at CheckFree, a business unit of Fiserv Corp., a Fortune 500 company with a nearly \$6 billion market cap that provides information management and electronic commerce systems and services to the financial industry. Most recently, Mr. McKernan was senior vice president and general manager of CheckFree's Health and Fitness Division and its Biller Business Division. Prior to CheckFree, Mr. McKernan held sales positions at Reuters America and Dow Jones.

Susanna Morgan, Senior Vice President, Product Strategy and Marketing

Susanna Morgan joined Vertafore in July 2007 as senior vice president, corporate strategy and planning and was named Senior Vice President, Product Strategy & Marketing in February, 2009. Prior to Vertafore, Ms. Morgan was vice president of corporate development at Charles Schwab & Co., Inc., a leading provider of securities brokerage and financial services. Ms. Morgan was responsible for acquisitions totaling more than \$800 million, supervising a portfolio of venture investments and directing corporate strategy including growth opportunities and Schwab's \$500 million cost-savings initiative. Before Charles Schwab, Ms. Morgan worked in corporate development at Oracle, Women.com and in strategy consulting at Booz Allen & Hamilton. She holds a bachelor's degree in quantitative economics and a master's degree in international policy from Stanford University and an M.B.A. from the Harvard Business School.

John Morrow, Senior Vice President, General Counsel

John Morrow joined Vertafore in June 2006 as senior vice president and general counsel. Mr. Morrow is general counsel responsible for all legal matters involving the company as well as execution of acquisition transactions. Mr. Morrow was previously a partner with Heller Ehrman LLP, a major international law firm, where he represented public and private technology companies in mergers and acquisitions, securities offerings, licensing and strategic partnership transactions, corporate governance and general business matters. Mr. Morrow joined the firm as a result of its merger with Venture Law Group, a leading Silicon Valley-based law firm focused on representing technology companies. Prior to joining Venture Law Group, Mr. Morrow was an associate at Baker & Hostetler LLP. He earned a bachelor's degree in political science from DePauw University and a juris doctorate, magna cum laude, from the University of Notre Dame Law School.

Bob Nero, President, Sircon, A Vertafore Business

Bob Nero is the president and chief executive officer of Sircon, A Vertafore Business. Prior to Vertafore, Mr. Nero held a position as president and CEO of Interface Systems, a software provider based in Ann Arbor, Michigan, and top positions with Legent Corp., Boole & Babbage, Lexis/Nexis and ADP Network Services. He is a member of the board of advisors to Edinboro (PA) University School of Business and a member of Ele's Place Lansing Community Board, a non-profit organization that supports grieving children and their families. Mr. Nero holds a master's degree in mathematical statistics from Michigan State and a bachelor's degree in mathematics and economics from the University of Dayton. Additionally, he completed course work at Wright State University through its MBA program.