

Mr. Scott Raskin
Owner, Aspen Camp 78

I'm writing today to express my interest in joining the Conservancy board. Below is a short statement, and my resume is attached.

As a quick background, my family and I moved to Promontory as full-time residents almost two years ago from San Francisco. Our move was in conjunction with my company's relocation from the Bay Area to Salt Lake City. We were unaware of Promontory when we began our home search in Park City, but once we toured the property in the summer of 2020, we knew this was the "place" we wanted to call home. We live in the Aspen Camp neighborhood.

We all know Promontory and the Park City community around us are changing. Some would say for the better and some for the worst. In all cases, few places allow you to be one with nature and provide such a high quality of life as we have here in Promontory. Simply put, I want to help improve this community as we wrestle with the pros and cons of the inevitable changes as the community develops further. I am interested in joining the Conservancy board to be in a position to work with other board members, management, and other residents to make Promontory an even more excellent place to live now and into the future. I've spent my entire 38-year career working in high tech, most of that time leading companies and boards, so I know what fast and continual change is all about. In addition to my professional background, I've served for many years on the board of the San Francisco YPO (Young Presidents Organization) and, currently, the Park City YPO board. Given the opportunity, I would look forward to bringing my experience to the Conservancy board as we look to shape this incredible community's future.

Please let me know what else I can provide.

Thank you,

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Summary

I lead all go-to-market and revenue-generating activities at Quotient Technology Inc. (NYSE: QUOT), including sales, marketing, customer experience, operations, and most important, the welfare of our very talented team. Having served on the board of Quotient before stepping in as president in late 2019, I understand that our success depends on a careful balance of focus on all our stakeholders — our employees, customers, and investors.

I measure success by the positive impact I have on people. I believe in leading with positivity and have always found that if you get culture right, optimal business results will follow.

Prior to joining Quotient, I served as president and CEO of Spigit, Inc., the market leader in enterprise innovation management software at that time. I led the company through high growth and its subsequent acquisition by Planview (Thoma Bravo). Before that, I spent ten years leading Mindjet from a startup to a category leader in cloud-based productivity and its acquisition by Corel (Vector Capital).

I served as the president and COO of Telelogic (ST:TLOG), and through strategic acquisitions and organic growth, I built a team of more than 1,200 employees in 30 countries. This ultimately resulted in the successful acquisition of the company by IBM.

Earlier in my career, I served as vice president of sales and corporate development at Nexgenix, a pioneer in eCommerce solutions, and grew the business from startup to exit. I've also held senior management positions at Bachman Information Systems and MAI Basic Four.

I have served on the Board of Directors for privately held companies MariaDB and Neology, Inc. I also served on the board of CRS Temporary Housing, which was acquired by GenNx360 Capital Partners and Cision (NYSE: CISN). I am a member of the Park City YPO Chapter and a charter member of the San Francisco Bay YPO and YPO Gold Chapters and a past chapter president. I'm also a proud graduate of the McCombs School of Business at the University of Texas, Austin.

Experience

President

Quotient Technology Inc.

Aug 2019 - Present (3 years 2 months +)

As the company president, I'm focused on helping Quotient create the culture, strategy, structure, and processes it needs to grow and scale rapidly. My focus is on creating a unified company mission and vision while building a strong workplace culture and developing talented teams and people through positivity and collaboration.

I drive our go-to-market strategy and lead all our revenue-generating activities, including marketing, sales, customer experience, operations, and people. In short, my teams market, sell, deliver and service our product solutions.

Quotient offers brands and retailers omnichannel digital marketing technology that drive sales and value through compelling consumer experiences. We use exclusive consumer spending data, location intelligence, and purchase intent data to deliver more valuable outcomes for consumers, brands, and retailers.



Chairman of the Board

Neology, Inc.

Jun 2019 - Feb 2022 (2 years 9 months)

I was recruited by One Equity Partners to lead transformation and growth as Chairman of the Board of Neology, a leading provider of integrated, end-to-end solutions for the tolling, electronic vehicle registration (EVR) and public safety markets. The company is a pioneer in the development of passive RFID technology owning significant intellectual property (IP) in the industry. It covers important pieces of the Electronic Toll Collection (ETC) value chain such as RFID tags, lane controllers and back-office processing capability.



Chairman of the Board

MariaDB Corporation

Jan 2015 - Feb 2022 (7 years 2 months)

I served as Chairman of the Board for MariaDB, today's fastest-growing open-source relational database. It was founded by the original MySQL team and has more than 10 million users. Soon after I came aboard as a board member, I was voted Chairman of the Board. I then led the search committee to replace the retiring CEO and orchestrated the move of the company's operating headquarters to Silicon Valley. After installing the new CEO, the company has seen significant growth, made several strategic acquisitions, and announced its intention to become a publicly listed company on the New York Stock Exchange (NYSE) in partnership with NYSE-listed Angel Pond Holdings Corporation ("Angel Pond") (POND). This transaction implies a pro forma MariaDB enterprise value of approximately \$672 million.



Operating Partner

Khosla Ventures

Jun 2019 - Aug 2019 (3 months)

Khosla Ventures was founded by Vinod Khosla, co-founder of Sun Microsystems and twenty-year veteran of Kleiner Perkins. We have \$16B in AUM, 100+ M&A exits, 25 IPOs, and 35+ unicorns over KV's history.

As an operating partner, I focused on helping entrepreneurs in various sectors — enterprise, consumer, mobile, healthcare, and emerging technologies. I helped company founders, CEOs, and management teams build and scale their businesses by providing relevant experience and guidance I gained through decades of growing companies into market leaders.



Member Board Of Directors

Quotient Technology Inc.

Feb 2017 - Aug 2019 (2 years 7 months)

I served on the board and as the lead independent director and chair of the compensation committee for Quotient Technology prior to being named president in 2019. The company was founded in 1998 and

is based in Mountain View, California, with offices across the U.S. as well as in Paris, London, Tel Aviv, and Bangalore, India.

Chief Executive Officer

Spigit

Aug 2016 - Jan 2019 (2 years 6 months)

Acquired by Planview (Thoma Bravo), December 2018.

After orchestrating the sale of Mindjet in 2016, I renamed the remaining business Spigit, Inc. and developed a strategy to grow the company into an innovation management software leader. With new business growth of 39% in 2017, Spigit launched the most robust product release in company history, focused on the full lifecycle — from ideation to impact.

Spigit enables sustained innovation by driving employee engagement, creating a culture of innovation, and providing analytics-driven insights. Spigit powers innovation programs across major industries, including financial services, manufacturing, healthcare, consumer products, and energy.

The company now has more than 6 million users across 170 countries and was acquired by Planview (Thoma Bravo), a global leader in work and resource management, in December 2018.

Member Board Of Directors

CRS Temporary Housing

Oct 2013 - Mar 2018 (4 years 6 months)

Acquired by GenNx360 Capital Partners

I was recruited to the board by the firm's largest investors to help with a reorganization of senior management following two years of declining net income. As a board member, I led the search for a new CEO, and in subsequent years, I worked with the new CEO and management team on strategic initiatives that drove double-digit income and revenue growth. In early 2018, the board decided to evaluate strategic alternatives and ran a process with an investment banking firm, which culminated in over 30 indications of interest from financial sponsors. The result was the sale of the business to the private equity firm GenNx360 Capital Partners.

Founded in 1989 as Corporate Relocation Specialists, CRS established itself as the first temporary-housing company to solely serve the insurance industry, and it continues to lead the industry today through unique services and technology.

Chief Executive Officer

Jun 2006 - Aug 2016 (10 years 3 months)

Acquired by Corel (Vector Capital), August 2016

I was recruited to take over for the founders following an investment round led by Investor Growth Capital (Investor AB). When I came aboard in 2006, the company had a niche of individual users for its flagship product, MindManager, a mind-mapping software application. In subsequent years, We grew the user base to over 2 million paid users within 83% of the Fortune 100 and 46 of Business Week's top 50 most innovative companies.

To achieve this level of growth, we transitioned the offering from a perpetual software license, one-time purchase model to subscription —and recurring revenue. I also structured a low-cost, high-transaction, try-and-buy model where all sales were driven via the web, which resulted in high gross margins and low cost of sales. The result was a cult-like following for the MindManager product and the MindManager and Mindjet brands with double-digit ARR growth and EBITDA of over 30%.

After launching one of the first cloud-based Collaborative Work Management platforms, I architected the merger with Spigit to expand Mindjet beyond individual and small group brainstorming to a provider of software for individuals, teams and the enterprise. I later led the sale of the MindManager business (and Mindjet brand) to Corel Corporation (Vector Capital).

Member Board Of Directors

Cision

Jan 2012 - Jul 2014 (2 years 7 months)

Acquired by GTCR followed by Cision's initial public offering on June 30, 2017.

I was recruited to the Board of Directors of Cision (NYSE: CISN), a leading global provider of software and information services to media, public relations, and marketing professionals. Cision is headquartered in Chicago and employs 3,400 people with over \$1B in revenue. During my tenure as a board member and Chair of the compensation committee, we replaced the retiring CEO with the president of the U.S. business. We worked together to drive growth and profitability; we shut down a legacy component of the company that was not profitable and launched several growth initiatives, resulting in the announcement that private equity firm GTCR would acquire Cision in an all-cash deal and take the company private. After the acquisition, GTCR merged Cision with other acquisitions, and then again took Cision public in a multi-billion dollar offering.

President & COO

Telelogic

May 2001 - Jun 2006 (5 years 2 months)

Acquired by IBM.

I joined Telelogic in May 2001 as president of Telelogic North America, to lead the integration of two significant acquisitions and drive profitable revenue growth of this wholly owned subsidiary of the leading provider of software to develop technical systems and enterprise architecture.

When I was brought onboard, the company was experiencing a period of high costs and sluggish sales. I restructured the organization and achieved a 759% improvement in operating income. My efforts also reduced headcount, consolidated the finance, administration, customer support, marketing, and sales functions. Additionally, I implemented a focused marketing program and tiered sales model.

In July 2002, I was promoted to president of the Americas and Asia Pacific to serve as chief executive of these wholly owned subsidiaries and to lead all operations within the Americas and expansion within the Asia Pacific territory. As a result of my leadership, Telelogic's share price increased by 168%. I was later promoted to president and COO for the company globally, where I led worldwide teams comprised of more than 1,200 in over 22 countries and managed P&L approaching \$250 million in annual revenue.

The position required visionary leadership and diligent execution to overcome the challenges of a highly distributed international organization while meeting growth objectives. I led several acquisitions and the

integration of those companies, drove 24% revenue growth in 2005, and improved share price by 24% during 2005. IBM acquired Telelogic for \$845 million.



Senior Vice President, Sales & Corporate Development

NEXGENIX INC

Mar 1993 - Mar 2001 (8 years 1 month)

Nexgenix is a leading software solution provider to Fortune 500 companies within the financial services, insurance, telecommunications, and entertainment industries.

I was recruited by the founders of this business intelligence, e-commerce, and CRM enterprise software start-up to introduce the company to the market and establish a sales and marketing infrastructure and strategy that would provide sustainable, profitable revenue growth. I built a world-class sales, marketing, and product delivery organization from the ground up. I also established a marketing vision and sales strategy and implemented all aspects of both.

Key Results:

- Delivered revenue growth from start-up to over \$55 million.
- Achieved 25 consecutive quarters of profitable growth while accumulating no long-term debt or outside investment capital
- Achieved two consecutive years on INC. Magazine's list of the fastest-growing privately held U.S. companies
- Provided strategic direction and leadership in all areas of the business and managed the transition through major industry shifts
- Instrumental in the preparation of the company's S-1 filing to support its IPO

Education



Texas McCombs School of Business



The University of Texas at Austin

Skills

Executive Management • SaaS • Leadership • Go-to-market Strategy • E-commerce • Competitive Analysis • Sales • Corporate Development • Start-ups • CRM

Honors & Awards

Stevie Award as Executive of the Year - American Business Awards

2012

The Stevie® Awards are the world's premier business awards. They were created in 2002 to honor and generate public recognition of the achievements and positive contributions of organizations and working professionals worldwide. In short order, the Stevie has become one of the world's most coveted prizes.