

# JASON BRESNEHAN

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## CAREER SUMMARY

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Jason Bresnehan, 39, is the principal of Jason Bresnehan & Company a business consulting and corporate advisory company which is the vehicle for Jason Bresnehan to provide corporate advisory and business consulting services in the areas of mergers and acquisitions, private equity, capital raising, venture capital, organisational restructures, strategic marketing and business planning, government grant applications, project management and short term contract executive management roles such as CEO, CFO or COO.

Jason provides these services across a range of industry segments and for both the private and government sectors, throughout Tasmania, Australia and for Australian companies commercialising ventures internationally.

Career highlights are described in the Employment History and Career highlights Section below.

## PERSONAL INFORMATION

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- Married, 1 daughter (13 years old)
- Australian, born Launceston, Tasmania
- 39 years old

## EMPLOYMENT HISTORY AND CAREER HIGHLIGHTS

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### **1993 – Present, Jason Bresnehan & Company**

*Principal*

Business consulting and corporate advisory company.

Career highlights in this role include:

- **2008-2009 – Restructure** of a private family group of businesses including cropping, sheep grazing, forestry MIS group and rubber recycling. The restructure has involved operational system improvement, debt restructure and company wind-downs.
- **2007 – Leading sub-\$20 million mergers and acquisitions and restructuring mandates for an undisclosed Melbourne investment company.** The M&A opportunities are in the areas of water recycling, and polyethylene plastics manufacturing.

- **October 2006 to March 2007 – CEO of CSIRO owned and Canberra based enterprise search company Funnelback Pty Ltd.** During my leadership the company closed the largest enterprise search company awarded in Australia to provide search across all Commonwealth Government websites as well as other major contracts with the Australian Broadcasting Corporation and others. Other highlights of the six month contract included the appointment of two Australian distributors, the opening of a Melbourne office, the complete overhaul of the Company’s marketing collateral and systems.
- **2004 – 2008 Founding Managing Director of Imagination Corporation Pty Ltd which provided web development services and web content management services.** The company serviced a number of large organisations throughout Australia including the Tasmanian Department of Tourism, Heritage and Environment and Canberra based Australian Pork Limited. The company has an “events” focus servicing organisations like Events Tasmania, World Youth Day Tasmania, Latrobe Speedway, the Sports Carnivals Association of Tasmania and Off Road Racing Tasmania.
- **1997 – 2004 Director of Investments at Momentum Ventures a \$30 million early stage technology venture capital fund.** Full cycle of venture capital investment including deal sourcing, due diligence, valuations, terms negotiation, domestic and international entity structuring and legal agreements such as shareholder agreements, convertible notes, secured loans and intellectual property transfers, international market validation and business development.
- **2001 to 2004 CEO of Biovend Pty Ltd, an investee of Momentum Ventures.** My role included managing research and development, product development, market development, marketing, sales, international business development and international production and distribution and identification and negotiation with M&A partners such as Cardinal Health.
- **1996 – 2004. Provision of commercialisation advice and capital raising for a range of start-up and early stage technology companies.** These companies included Abel Networks (security software and device), EIO Australia (agribusiness advisors and e-learning), Fiomarine (Underwater Robotics), CRX (Data Translation Software), Petrecycle (PET plastic recycling), Autech Software (colour palette software), Briter Electronics (lighting electronics), Sportech (robotic tennis ball serving machine), DSP Media Inc. (digital post production console manufacture), Retriever Communications (mobile field force software) Kinacia (anti-coagulant drug development).
- **1996 to 1999 co-founding Director of boutique investment bank Noble House Tasmania Pty Ltd, with the now late Peter Purtell.** Noble House provide corporate advice and structured financing for commercial and residential property developments, early stage technology companies and South

East Asian companies acquiring Australian businesses. One notable highlight was arranging the funding for Hong Kong based Wah Tung International to acquire Tasmanian Construction Company that became Bells Constructions and Technologies.

- **1993 – 1996 Provision of commercialisation advice and business plans to over 200 micro-businesses.** This was a services contract on behalf of the Australian Federal Government's New Enterprise Incentive Scheme
- **1993-1996 Provision of corporatisation and other strategic advice** to business 12 business units of the University of Queensland' Gatton College and the four research and development farms Department of Primary Industries Water and Environment (Tasmania)

#### **1990 – 1993 KPMG Tasmania**

Chartered Accountants and Management Consultants

*Accountant*

- Corporate Turnarounds, Restructures & Insolvencies
- Taxation
- Business Advice and Strategic Planning
- Accounting

Career highlight of this role:

- **1991 – Assistant to the Receiver Manager at West Coast Salmon.** West Coast Salmon was one of Tasmania's early salmon farming enterprises which the Commonwealth Bank put into receivership. The role included managing the financial operations of the Company during the receivership period and undertaking analysis and the preparation of documents. The business was sold to Petuna Seafoods.

#### **1988 - 1989 Garrotts**

Chartered Accountants

*Accountant*

- Taxation & Accounting

### **NON-EXECUTIVE DIRECTORSHIPS**

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2001 – 2007

**Biovend Pty Ltd, Melbourne**

Software and robotic based storage, point of sale and supply chain solutions for the global life sciences, health and aerospace sectors

*Director & Contract CEO*

2000 – 2006

**EIO Australia Pty Ltd**, Launceston

Agribusiness Consulting

*Non-Executive Director & Major Shareholder*

2001 – 2003

**Briter Electronics Pty Ltd**, Sydney

Electronic Florescent Lamp Ballast R&D

*Non-Executive Director*

- Research and development of multi-power high frequency electronic ballast for fluorescent lamps

1999 – 2003

**Imagination North America llc.**, Reno, Nevada

Import/Export Company

*Non-Executive Director & Major Shareholder*

- Export of a range of infant leather shoes into the USA for USA domestic distribution

1998 – 2002

**Seedtech International Pty Ltd**, Carrick, Tasmania

Agriculture Seed Development Company

*Non-Executive Director & Major Shareholder*

- Development and export of innovative agricultural seed products such as seradella and blue lupin. Clients included the Falkland Islands Government

1994 - 2002

**Pandora Luggage Solutions**, San Antonio, Mexico

Luggage Developer and Distributor

*Director & Major Shareholder*

- The subcontract manufacture of aluminium beauty luggage in China and export to the USA, Mexico, Norway, Canada and Australia.

**SUMMARY OF QUALIFICATIONS & PROFESSIONAL ASSOCIATIONS AND AWARDS**

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**Australian Institute of Banking and Finance**

*Senior Associate*

1998

**University of Tasmania (Launceston, Tasmania)**

*Bachelor of Business (General)*

1993

**National Enterprise Workshop**

*Graduate*

1990

**Launceston College (Launceston, Tasmania)**

*Higher School Certificate (or VCE)*

1987

**St Patrick's College (Launceston, Tasmania)**

*Secondary Schooling Certificate*

1985

**AWARDS**

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**Tasmanian ICT Industry Awards, 2005**

Winner, Microsoft Emerging ICT Business award

**CGU Launceston Chamber of Commerce Business Excellence Awards, 2005**

Winner, IT Communications

**CGU Launceston Chamber of Commerce Business Excellence Awards, 2005**

Finalist, Innovation in Business

**Tasmanian ICT Industry Awards, 2005**

Finalist, Alphawest Business Solutions award

**Tasmanian ICT Industry Awards, 2004**

Finalist, Telstra Country Wide E-Commerce award

### **Tasmanian ICT Industry Awards, 2004**

Finalist, Alphawest Business Solutions award

### **IT Secrets, 2003**

Winner of E-Commerce prize for Biovend out of 139 applicants. The prize was the opportunity to pitch Biovend at the ANZAtech Technology Showcase in Palo Alto, California.

### **Austrade Euro High Tech Tour (Paris and Milan), 2002**

Delegate representing Biovend Pty Ltd (one of ten awarded companies).

### **Industry Research and Development Board, 1998**

Part of the Momentum Funds Management team awarded one of five Innovation Investment Fund Manager Licences to operate a \$30 million venture capital fund

### **Australian Marketing Institute, 1992**

Graeme Weisman Marketing Student of the Year

### **University of Tasmania, 1991**

Government Accounting Prize

### **National Enterprise Workshop, 1990**

Best Presentation

## **COMMUNITY ACTIVITIES**

Speaker, Search Engine Room Conference, Sydney, 2007

Member, Information Technology Industry Council, 2006 - 2008. The Council advises the State Government of Tasmania on IT related matters.

Advisory Panel Member, TECC Business Development Fund, 2001 and 2002

Judge, Yellow Pages Ideas Grant Tasmania, 2001

Venture Capital Panel Member, Department of State Development iCubed event, 2001

Host Nappa-Launceston Sister City Visit to Launceston, 2001

Delegate, Nappa-Launceston Sister City Visit to Nappa, 2000

Judge, Yellow Pages Ideas Grant Tasmania, 2000

Guest Speaker, Tasmanian Enterprise Workshop, 1991, 1992, 1993, 1994, 1995, 1996, 1997, 1998, 1999

Guest Speaker and Trainer, New Enterprise incentive Scheme, 1993, 1994, 1995, 1996, 1997

Committee Member, Tasmanian Community Housing Reference Group, 1998

Director, Royal National Agricultural & Pastoral Society, 1998

President of the Northern Chapter of the Australian Marketing Institute, 1992-1993

Director, Australian Marketing Institute (Tasmania Branch), 1992

Publicity Officer, Tasmanian Off-Road Car Club Inc, 1991