



Chase Franklin

Chase Franklin has more than 30 years of leadership experience in software development, product development and business strategy. He has more than a decade of experience as a CEO and product management executive, with demonstrated skills in team formation and retention, visionary company strategy development and execution, and business management. Chase is the recipient of multiple patents relating to the design of Microsoft and Qpass technologies in the areas of commerce, secure payments, business process management and customer management in highly scaled network operating environments.

Chase began his eleven-year career at Microsoft as a product support engineer, before progressing to product development roles as a software test engineer and eventually a group program manager. He served in leadership roles on foundational products such as Word for Windows 1.0, early versions of Office, Interactive TV, e-commerce, Internet Platforms and MSN. In 1997, Chase co-founded Qpass Inc. before assuming the CEO role in 1998. In that role Franklin built a 200+ person company that pioneered the field of microtransactions for online content and services. In 2001, he led his management team in radically downsizing, recapitalizing, and restarting Qpass in order to develop a new carrier grade middleware platform that allowed wireless network operators to sell digital products and services at scale. Qpass grew to 300 people before being sold in 2006 for more than \$300 million. Chase joined Daptiv Inc. as CEO in 2009 in an attempt to re-establish growth in their project portfolio management SaaS business. Chase streamlined the leadership team, recommitted the company to customer success, reduced expenses and recast the strategic vision. Ultimately the company was sold.

Chase holds a BS in Mathematics & Economics from Western Washington University.

Key Leadership Accomplishments

- Built and led a 200+ person company that pioneered the field of microtransactions for online content and services
- Radically downsized, recapitalized, and restarted Qpass in order to develop a new carrier grade middleware platform that allowed wireless network operators to sell digital products and services at scale
- Streamlined the leadership team, recommitted the company to customer success, reduced expenses and recast the strategic vision for a SaaS company that was eventually sold

Summary

- Board member at numerous venture backed startups
- Raised more than \$100 million in venture capital
- Generated over \$400 million in company exits
- Managed and participated in numerous M&A events at Microsoft, Qpass, and other situations
- Led multiple management teams in foundational product, go to market and business strategy development initiatives