

Richard M. Benham

Summary

Former software industry entrepreneur and practicing attorney (member, Florida Bar). Over thirty years of successful business development and administration concentrated in technology related fields. Extensive knowledge of the information technology industry and substantial experience in drafting and negotiating contracts and license agreements. Established law practice in Tallahassee, Florida serving business clients with transaction and intellectual property matters with emphasis on university related technology ventures.

Significant Accomplishments

Co-founded successful Tallahassee based software development and information technology consulting company, TDS Group, Inc. Served as Chief Executive for seven years. Negotiated merger with a public company on favorable terms.

Graduated from the FSU College of Law with Honors. Achieved “book awards” in four classes. Served as research assistant to Dean Weidner. Admitted to Florida Bar, September 2005.

Collaborated with an engineer at the National High Magnetic Field Lab to develop business plan, business organization, and proposal development resulting in multi-million dollar federal contract for magnet system fabrication business in Tallahassee.

Counseled founders of several businesses engaged in commercialization of University Intellectual Property in areas including business formation, capital acquisition, business planning, and start-up business operations.

Taught practical contract drafting and other business law topics at Florida State University College of Law as an Adjunct Professor.

Work Experience

January 2010 – Present

High Performance Magnetics

Co-Founder and Business Manager

Developed business plan and co-founded business with an engineer from the National High Magnetic Field Laboratory. Wrote proposal for multi-million dollar federal contract and negotiated award. Performed all business start up tasks including incorporation, corporate organization, securing financial resources, initial hiring, securing development facilities, and implementing business controls. Managed ongoing business operations since formation.

January 2009 – September 2013

(Concurrent with above)

Founder and Executive Director (volunteer)

Founded and established operations of a Florida Not for Profit foundation dedicated to the improvement of election security and integrity. Designed prototype of “hybrid voting system” and managed development of prototype. Promoted prototype solution to stakeholders, sought (unsuccessful) 501(c)(3) status. Transferred IP and other assets to Open Source Digital Voting Foundation for future development.

Work Experience
(continued)

September 2005 – Present **Law office of Richard Benham**
(Concurrent with above)

Attorney at Law

Immediately upon admission to the Florida Bar, founded a solo law practice to serve business clients in technical, creative, and scientific fields. Practice concentrated in business associations, transactions, and intellectual property matters with emphasis on University IP. Additional areas of practice include election law (served as General Counsel to Leon County Supervisor of Elections Ion Sancho), civil rights and civil liberties.

September 2000 – October 2001 **WebGain, Incorporated**

Product Manager, Professional Services; Corporate Account Executive

In a combined product management/product marketing role, developed new products for professional services, created and executed demand generation programs, and supported field sales efforts worldwide. Direct product sales to enterprise customers in the Southeast U.S., responsible for all aspects of contract negotiation with end users. (Note: WebGain dissolved in 2002 and sold all assets to Oracle and other successor companies.)

October 1999 – August 2000 **Family Sabbatical**

Captain, s/v Release 2.0

During this period I captained our sailboat, *Release 2.0*, on a long term coastal cruise.

April 1997 – October 1999 **Covansys Corporation**

Director, Child Care Solutions Practice

Responsible for all aspects of sales and marketing for the child care vertical market application throughout the U.S. Developed opportunities, led business capture teams, managed marketing support resources, managed complex proposal preparation and closed contracts. Extensively involved in negotiation of terms and drafting agreements for software licenses and consulting services.

(Note: Covansys acquired Claremont Technology Group in 1998 and was acquired by CSC in 2007)

October 1989 – April 1997 **TDS Group, Incorporated**

Co-Founder & Chief Executive

Founded company to serve a government vertical application software market. Quickly identified secondary applications and re-focused on those opportunities. Established exit strategy and negotiated sale of company to Claremont Technology Group, Inc. (later acquired by Covansys). Duties included all aspects of sales and marketing, business administration (including legal, accounting, and tax matters), customer and partner relationship management, recruiting and retaining key personnel. Personally negotiated in excess of 100 software license agreements both as licensor and as licensee.

September 1985 – October 1989 **Unisys Corporation**

Senior Marketing Support Representative; Account Representative

Held a field sales territory serving state government customers in Florida. Sold computer hardware, software, and services. Conducted full range of marketing activities, negotiated contracts with customers and business partners.

Work Experience
(continued)

1982 – 1984 (various/part time) **IBM Corporation**

Branch Support Assistant, Product Center Associate

Student assistant assigned to sales and marketing support for the nascent IBM PC. Responsibilities included direct sales, sales team support, product configuration, and customer service.

Education

2002 – 2005 **FSU College of Law** Tallahassee, Florida

- Juris Doctor, May 2005 (with Honors)
- Book Awards in:
 - Business Accounting; Telecommunications Law;
 - Intellectual Property II; and Professional Responsibility
- Research Assistant to Dean Don Weidner, Spring 2004
- Student Member, American Inns of Court, William H. Stafford Chapter

1982 – 1985 **Florida State University** Tallahassee, Florida

- Bachelor of Science, Accounting
- Ernst & Whinney Accounting Scholar (National Merit Program semi-finalist)

Bar Admissions

Florida, September 2005

Boards & Community Service

Adjunct Professor, FSU College of Law

Courses Taught:

- Contract Drafting & Negotiation (practical)
- Secured Transactions (UCC Article 9)
- Trademarks & Unfair Competition
- Trademark Practice Seminar (anticipated, Spring 2014)

Secretary, TalTech Alliance Board of Directors

Secretary/Treasurer, Making Awesome, Inc. (Tallahassee's Maker Space)

Legal Panel Chair, ACLU of Florida Tallahassee Chapter

State Board Member, ACLU of Florida Foundation (2004 – 2010)

Other Interests

Sailing, cooking, sustainable development, organic farming

Personal

Married, one daughter (age 20)

References

Available Upon Request