



## **Thomas Mark Lloyd Brooke**

### **Summary Profile**

I am an experienced business leader, with a record of accomplishment in helping business start-ups to mid-size companies achieve rapid growth and then transition to long-term and profitable business models based on sustainable and predictable growth. I have considerable experience working in entrepreneurial environments and emerging markets, helping companies develop new business models and introduce new products and services.

My legal education and training with an emphasis on corporate law provide me with a strong and practical understanding of the financial side of business, and I have a depth of experience encompassing almost every form of business transaction, including commercial lease, asset sale, merger, acquisition, software licensing, maintenance and escrow, professional services, VAR, OEM, distribution, publishing and executive employment agreements. I also have considerable experience in sales, business development and finance within a variety of industries and business environments including software, services, manufacturing, entertainment and regulated utilities and financial services.

As Co-founder and principal consultant in Venture Solutions llc, I offer clients executive-level strategic thinking, growth planning and sales and business development execution.

### **Representative Accomplishments**

- General Counsel and member of Executive team leading company through 2-rounds of private placement and NASDAQ initial public offering.
- Negotiated and closed multi-million dollar deals with JP Morgan Chase, Bank One, SunTrust, Wachovia and WAMU as well as banks in Australia, Greece, Thailand and Malaysia.
- Drafted and negotiated various forms of corporate financing, including private placements, options, warrants, asset sales and M&A activity.
- Negotiated multi-million dollar licensing deal with Altamira Financial Services that led to company merger and a 400% return on founders' investment.
- Developed distribution channel program and executed distribution partnership relationships with Microsoft, NCR and Accenture, resulting in 300% annual partner LOB revenue growth over 2 years.
- Helped to design business models for software subscription-service, software maintenance and developers and professional services network.
- Managed P&L on internal and external software product development teams, delivering multiple top 10 gross-selling products in game industry.
- Managed most successful single-day charity event in the history of Canada, including running operations, selling sponsorships, managing staff of 150 volunteers and multiple vendors and producing event programming for television.
- Considerable experience in budgeting, forecasting, software pricing, software revenue recognition.

## Experience

**Venture Solutions LLC** – Vancouver Washington  
Co-founder and Partner  
*Executive support for growth and change*

**Corillian Corporation** – Hillsboro, Oregon  
SVP Business Strategies  
General Counsel  
*Internet software and services company*

**Marquis Consulting** – Vancouver, B.C.  
Vice President, Sales and Business Development  
*Internet software consultant*

**WHOA! M.E. Inc.** – Vancouver, B.C.  
Vice President, Sales and Business Development  
*Internet software consultant*

**Radical Entertainment** – Vancouver, B.C.  
Executive Producer  
*Video Game and Multimedia Creative Property Developer*

**Heller Ehrman** – Portland, OR  
Attorney, Corporate Practice  
*International Law Firm*

## Board Positions

**Cubic Compass** – Portland, OR  
Board member and advisor  
*SaaS software for B2B Customer Experience Management (CEM) Software Company*

**Portland Hope Meadows** – Portland, OR  
Board member  
*Nonprofit supporting adoptive families in planned intergenerational community*

## Degrees Earned

**JD** 1987      University of Oregon Law School  
Eugene, OR

**BS** 1984      Santa Clara University  
Santa Clara, CA – Political Science, English  
Magna cum laude

## Professional Associations

Oregon State Bar, Active Status