

MARK J. HYNES

President

Mark J. Hynes joined Digi-Net Technologies in 2004 as President. Hynes brings more than 13 years of extensive management and industry experience with extremely high-growth companies. He is currently responsible for the Digi-Net's strategic direction, as well as, enterprise-level sales and marketing efforts.

Hynes has a diverse and extensive background in the technology industry. Most recently, he was the co-founder of Xevo Corporation, a software development company that provides administrator systems and management solutions to large enterprises and service providers. He led the product and marketing strategy for the company. Founded in 1997, Xevo's staff grew ten-fold very quickly and became the leading provider in the industry with regional U.S. offices and European operations. His efforts established Xevo as the recognized leader in its category and resulted in venture capital funding and strategic partner investments, totaling more than \$30 million.

Prior to co-founding Xevo, Hynes was employed by Bain & Company as a management consultant. He provided strategic consulting for Bain's Internet, media, hardware, software and telecom clients. Hynes conducted product development strategies, customer segmentation, acquisition analyses, competitor reviews and customer profitability studies.

Preceding his experience with Bain, Hynes was the EVP of Operations and a Board Member of KI Research Inc., where he directed the sales, marketing and finance efforts. KI Research is a software firm specializing in network management applications. He managed a corporate restructuring, which included revising the capital mix, management restructuring, cost reduction solutions and indirect distribution strategies. His contributions resulted in the firm's most profitable quarter within three quarters, a 74% sales growth from previous year and a 58% reduction in operating expenses.

He also served as a Venture Financial Analyst for Westinghouse Commercial Systems Division where he was responsible for providing internal venture capital analysis and financial management for the division.

Hynes has a Master's degree in Business Administration from the Harvard Business School and a Bachelor's degree in Business Administration from James Madison University.