

Melissa Mabon

Melissa Mabon is co-founder and CTO of **xpt²**. Trained as a philosopher, Ms. Mabon has been a highly successful entrepreneur and expert-systems designer.

In 1994 Melissa Mabon co-founded **Pragmatech Software Inc.**, headquartered in Amherst, NH. From 1994 through the end of 2003, Ms. Mabon served as CTO and principal designer of software and services for the company's core expert systems technology. Pragmatech's solutions automated the process of creating customer-facing selling materials, such as proposals, presentations, and RFP responses. The company delivered solutions to field sales, marketing, proposal, and bid teams in Fortune 1000 companies, including those in technology, telecommunications, healthcare, financial services/insurance, distribution, and manufacturing.

As CTO Ms. Mabon worked with early adopters and customer advisors from companies such as CIGNA, HP, Dell, Motorola, Reynolds & Reynolds, Kronos, SAP, PeopleSoft, and with sales and proposal consultants, including Shipley Associates, Complex Sale, and Corporate Visions.

By the end of Ms. Mabon's tenure in 2003, **Pragmatech Software Inc** had grown from a self-funded, bootstrap company to a \$10 million business. Among other awards, the company received the **Inc 500** award in 2001, when it ranked as the 14th fastest-growing software company; and as #112 fastest-growing company overall. Other notable awards include the **New Hampshire Entrepreneur of the Year** in 2002 and **New Hampshire Remarkable Woman** in 2003.

Education:

Melissa Mabon graduated *Phi Beta Kappa, Summa Cum Laude*, from Ohio State University in 1979 and holds two masters' degrees from Columbia University (*MA, M. Philosophy*). While at Columbia, Ms. Mabon taught philosophy classes and a section of Columbia's acclaimed *Humanities Core Curriculum*. She has done extensive research and development in logic, epistemology, and expert systems.

Major Awards:

New Hampshire Remarkable Woman (2003)

New Hampshire High Technology Council Entrepreneur of the Year Award (2002)

Inc 500 (2001, 2002)

Deloitte & Touche Technology Fast 500 (2001, 2002)

Deloitte & Touche New England Fast 50 (2001, 2002)

Software Magazine's Software 500 (2000, 2001, 2002)
