

MAURY BANES

SUMMARY

Fifteen years experience as a pioneer and visionary in electronic commerce. Created two multimillion dollar companies. CEO and architect of the Universal Business Exchange (Unibex) and the International Business Exchange (IBEX). Specialized in the application of informational technology in international markets. As an innovator, manager, and entrepreneur designed, developed and marketed two global data communications networks for commerce and trade and an on-line statistical analysis information service which analyzed therapeutic treatments for spinal injuries. Created an on-line encyclopedia of nutrition, featuring information about food supplements, non-pharmaceutical medicines, and chemicals. Wrote business plans and raised over \$35 million in venture capital. Experienced speaker on electronic commerce with 12 years experience as a University professor and lecturer in Economics at UCLA, the University of Colorado and other institutions. Post Doctoral Fellow at Harvard University with a Ph.D. in Economics from the University of Colorado. Business strategist, innovator and communicator of ideas with the technical expertise with expertise to turn them into a marketable products.

PROFESSIONAL EXPERIENCE

**Manager, Innovator,
Entrepreneur and
Chairman and CEO.**

- Chairman and CEO, founder and principal architect of **IBEX** and **Unibex** technology. Created intranet linking thousands of businesses engaged in global trade.
- Raised \$25 million from private investors. Managed multimillion dollar company with staff of forty technical and marketing professionals.
- Created a global alliance of business organizations that share resources and jointly marketed **Unibex** Global Services to small and medium-sized companies around the world.
- CEO, founder and principal architect at **Global Tradnet Corp.**, a private global network that serviced businesses involved in trade and investments in 22 countries that was used by 2500 companies to locate opportunities to expand markets.
- Developed business plan and raised \$2 million dollars from venture capitalists.
- President, founder and principal architect of **Health Data Development Corp.**, that developed spinal data and nutri-data service networks. Produced on-line statistical analysis services targeting spinal injuries and validating treatment scenarios.
- Created an on-line nutritional database, containing an encyclopedia of information about nutritional supplements, non-pharmaceutical medicines, and chemicals.
- Developed technology and accumulated primary content providing on-line services to health professionals. Managed 36 employees. Raised \$5 million dollars in venture capital.
- President of **Computerware Corporation**, providing accounting and management systems integration services for mid-size companies.

SPEAKER Presentation Highlights

- 10/97 Speaker at the *21st Century Commerce*, Orlando, FL; "Electric Commerce Facts and Fiction."
- 09/97 Speaker at *ETRE: European Technology Round Table Expo*, Budapest, Hungary, "Global Electronic Commerce."
- 06/97 Speaker at *Technology Channels*, New York City, N.Y. "Alternative Channels."

- 05/97 Speaker at the *State Department*, Washington, D.C., "Electronic Commerce."
- 04/97 Speaker at *GIGA: Business On-line 97 Symposium*, London, England; "Electronic Commerce in the Global Economy."
- 03/92 Speaker at *Gartner: Internet & Electronic Commerce*, New York, N.Y.; "Business to Business."
- 02/97 Keynote Speaker at *The Annual Business and Trade Conference*, Monterey, CA; "Advantages of Global Electronic Commerce to Businesses."
- 01/97 Expert guest at *Casper Weinberger's* Television Round Table, "World Business Review", Washington, D.C.; "Electronic Commerce and International Trade."
- 10/96 Keynote Speaker at *ICE:IBM Press Conference*, Anaheim, CA.

TEACHING

- Lecturer at UCLA. Taught Global International Economics, and Commerce.
- Assistant Professor at the University of Colorado. Taught International Economics.
- Visiting Professor at Denver University. Taught International Economics.
- Lecturer at Florida State University. Taught Macroeconomics.

EDUCATION

Post Doctoral fellow, *Harvard University*, 1981, Economics: Information and Commerce.

Ph.D., *University of Colorado*, 1980, Economics: Information and Global Markets.

M.A., *University of Colorado*, 1978, Economics: Economics Development.

M.A., *Florida State University*, 1976, Economics: Macroeconomics.