

William G. Dudley, Jr.

EDUCATION

1996 - present

RICE UNIVERSITY, Houston, Texas.
Jesse H. Jones Graduate School of Administration
Master of Business Administration, May 1998.
Concentrations: Entrepreneurship, Marketing.

UNIVERSITY OF TEXAS, Austin, Texas.
Bachelor of Business Administration, General Business, December 1978.

EXPERIENCE

April 2000 –
Present

IMMODICUS (formerly Media, Inc.), Houston & Austin, Texas
Vice President

Key role in re-defining the company's strategy and the development of a long-range business plan. Managed accounting and production departments and all information technology issues; provided leadership related to ethics and customer focus. Selected new accounting package and coordinated its installation and the transition to it. Evaluated cost effectiveness of new equipment and services. Key role in prospect evaluation and analysis; due diligence review; human relations impact and all aspects of post acquisition transition related to Pak Soft acquisition.

May 1998 –
April 2000

BUSINESS SEARCH & ACQUISITION TARGET ANALYSIS, Houston, TX
Extensive industry and sector search for potential acquisition target. Competitive, financial and strategic analysis of various businesses reviewed. Media, Inc. prospect analysis, due diligence review and acquisition.

Oct. 1995 -
Sept. 1996

THE DUDLEY GROUP, Houston, Texas.
Chief Executive.

Led a group of shareholders in a hostile takeover attempt of a privately held company. Initiated and negotiated a targeted repurchase of the group's stock, increasing offer from \$18 to \$180 per share, grossing nearly \$4 million.

May 1993 -
Sept. 1995

THE PRUDENTIAL TEXAS PROPERTIES, Houston, Texas
Real Estate Agent.

Purchased, renovated and profitably managed an apartment building. Marketed and sold over \$3 million in residential real estate.

Jan. -
April 1993

SOUTHWESTERN BELL PRINTING COMPANY, Houston, Texas.
GULF PRINTING COMPANY (after becoming separate companies).
Information Systems Consultant. (for both firms concurrently)

Advised senior management in the cost-effective transition of accounting/ control system to new hardware platform. Researched software to re-engineer plant data collection and accounting systems.

1988 -1992

GULF PRINTING COMPANY (an SBC subsidiary), Houston, Texas.
System Administrator.

Researched and upgraded data collection and computer system. Supervised outside consultants. Managed installation and start-up of \$100,000 system at sister company. Responsible for all IT functions. Advised CFO.

Account Representative.

Developed new accounts in Houston and Austin. Established company's first office in Washington, DC to conduct business with the U.S. Navy, the Census Bureau, the U.S. Mint and the Government Printing Office as well as non-government clients.