



Pat Barron

Pat Barron is an independent Consultant with NAVIX exit planning network.

Pat serves as the Chair for a Vistage CEO Advisory Board where he provides coaching and helps Business Owners plan for and execute successful exits. An entrepreneur at heart, Pat developed sales channels for EPAY Systems, a start-up SaaS business utilizing the cellular network for M2M data transmission to a cloud-based service platform. Recruited to operate another young SaaS business, Pat was GM for the TankLink division of Telular Corp in Chicago prior to a roll-up as part of the PE ownership exit plan. Pat is an IT Industry veteran and former IBM executive. A channel sales expert, Pat developed and managed new sales channels for IBM's PC and mid-range computer business during a 15-year career. After leaving IBM, Pat was VP of Sales and Marketing for a DeKalb, IL entrepreneur business Micro Solutions Corp. which he grew sales from \$20M to \$60M in two years through channel expansion in international distribution, e-commerce, and retail. Pat also has corporate reseller management experience as VP and GM for Insight Direct USA (NASDAQ -NSIT) where he had P&L responsibility for a budget of over \$500M in hardware, software, and service B2B sales.

Pat has a beautiful wife and two wonderful adult sons who grew up sailing on Lake Michigan together with their dad.

Mr. Barron is a double graduate of Northwestern University. He holds a B.A. in Psychology and Masters of Management (MM) degree from NU's Kellogg Graduate School. Mr. Barron served on the Board of Directors of Chicago based non-profit i.c.stars and is an active member of the Union League Club Chicago.