

# Key Personnel

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## **Bruce D. Barrington, Chairman and CEO**

Bruce Barrington, founder of TopSpeed, started his data processing career with Caterpillar Tractor Company. He later moved on to the McDonnell Douglas Automation Company where he headed a development team that produced landmark hospital information systems for IBM mainframes.

In 1973, Barrington left McDonnell Douglas and together with two other partners, founded HBO & Company (NASDAQ symbol HBOC). There, Barrington developed a minicomputer based hospital information system for small hospitals. In 1981, the successful company went public and today, HBO employs 1800, has sales of \$200 million and a market value of nearly \$600 million.

In 1982, Barrington formed Barrington Systems (later renamed Clarion Software Corporation, the precursor of TopSpeed Corporation) to develop PC programming tools. Since its founding, Barrington has functioned as the Chief Executive Officer and principal product designer. He has his BS degree in Mathematics from Bradley University.

## **Roy D. Rafalco, President and Chief Operating Officer**

Roy Rafalco joined Clarion Software in February, 1992 as the Chief Financial Officer. In July, 1993 Rafalco took over the reins as President and COO. In this capacity, he oversees all day-to-day domestic and international operations of the company, including finance, customer service, sales and marketing activities.

Prior to joining TopSpeed, Rafalco spent four years with Payne Fabrics, Inc., an international wholesaler of fabrics and wall coverings. In this capacity, he was responsible for finance, management information systems, customer service and legal affairs.

Rafalco has also held several financial management positions with the RCA Consumer Electronics Division of General Electric. In his last position, Rafalco was responsible for US customs clearance of \$1.7 billion of imports yearly as well as other international trade issues. Rafalco holds BS and JD degrees from Indiana University, is a Certified Public Accountant and a member of the Indiana bar.

### **Mark D. Fritzinger, Vice President, Sales and Marketing**

Mark Fritzinger joined Clarion Software in November, 1993 after a highly successful career as the National Director of Sales and Director of Canadian Operations for DataEase International in Connecticut. In this position, Fritzinger developed and managed corporate and channel sales of DataEase products throughout North America. Additionally, he directed and supervised operations for DataEase Canada.

At TopSpeed, Fritzinger oversees all marketing activities, including Strategic Marketing and Marketing Communications, as well as overseeing both domestic and international sales efforts. Fritzinger earned his BA in Business Administration from the University of Miami.

### **Randall L. Wood, Vice President of Product Development**

Randall (Randy) Wood joined Clarion Software in May, 1994, after co-founding Citrix Software, highly regarded for its multi-user operating systems. At Citrix, he was responsible for creating their Development, Marketing, and Technical Support operations, as well as managing key Sales accounts. Prior to joining Citrix, he worked in the Operating Systems divisions of Data General and Unisys.

At TopSpeed, Wood holds chief responsibility for managing development, technical support, documentation and education services for all TopSpeed products. Joining TopSpeed in the middle of the development of Clarion for Windows, he redefined the quality assurance process, successfully presiding over the introduction of the first product to come from the TopSpeed Development Centre.

### **Barry Lynch, Managing Director, TopSpeed Software, Ltd.**

Barry Lynch joined Clarion Software in January, 1993 to head the UK office, which has sales, marketing and support responsibility for Europe, Africa and the Middle East. Lynch is currently spearheading TopSpeed's effort to establish a strong sales presence in these markets by building the necessary technical support and marketing capability within the UK establishment.

Lynch joined Clarion after five years at Nantucket Software as Deputy Managing Director of their UK office and was directly involved in their spectacular sales growth across Western Europe and Africa. A qualified accountant, Lynch also holds a BSc degree in Psychology from London University.

### **Ole Poulsen, Vice President, Technology**

Ole Poulsen was one of the JPI partners and is currently the Vice President of Technology for TopSpeed, as well as the Technical Director of the TopSpeed Development Centre in London.

Prior to forming JPI, he was a Senior Programmer at Borland International. At Borland he was involved in many projects, including Turbo Pascal, SideKick, and the compiler technology eventually bought by Jensen & Partners, Inc. He holds a MSc in Electronic Engineering from Danish Technical University.