



Bill Welch
Chief Financial Officer

Bill Welch has twenty years experience building successful companies in the technology and telecommunications industries. Prior to joining Clarabridge, he was the CEO of Vibrant Solutions, Inc., an international software company where he led the company's expansion into Europe and negotiated the sale of the company to Teoco Corporation. Bill previously served as Vibrant's EVP and CFO, positions he held since 2001.

Bill has been co-founder or a founding employee of several emerging growth companies where he held executive positions. His responsibilities have included finance, operations, human resources, information technology and international business development. Bill has an extensive mergers and acquisitions background having negotiated and closed multiple transactions. He has also raised over \$200M in various types of growth capital financing.

Bill has served as an advisor to several businesses and organizations and currently serves on the board of directors of the Virginia National Defense Industrial Authority. He received a Bachelor's degree in Business Administration from the University of Massachusetts Amherst.