

WILLIAM AULET

Senior Lecturer



Bill Aulet has over 25 years of experience in almost every aspect of technology business operations and financing. He started his career as a successful executive at IBM and then ran two private companies, Cambridge Decision Dynamics and SensAble Technologies. Most recently he was a leader in the one of the most significant turnarounds in New England in the past ten years as the Chief Financial Officer at Viisage Technology. During his career he has created hundreds of millions of dollars of shareholder value by building focused, fundamentally sound innovation-based businesses. He has raised \$100 million in institutional financing via private placements and public offerings.

After playing professional basketball in Europe, Bill began his business career in 1981 in the IBM training program. In his 11 years with IBM, he held various management positions in marketing, sales, and finance culminating with the position of CFO for the company's \$700 million New England region. In 1993, he co-founded Cambridge Decision Dynamics and served as President. In 1996, he joined SensAble Technologies in a similar capacity. In his tenure, he led the company's rapid growth from three employees to over seventy with a similar jump in revenues from negligible to over \$6 million. SensAble developed a worldwide presence with sales in over 25 countries and won over 20 significant awards for product and business excellence including recognition as #211 in the INC Magazine's 500 fastest growing private companies in the US. In 2003, Bill joined Viisage Technologies as the number two person to turn around a company with a market cap of \$50 million, significantly negative cash flow and poor investor relations. Within his two year tenure, the company's market capitalization increased to over \$500 million, became cash flow positive, did a successful secondary offering and dramatically improved its investor relations' profile and credibility. Today Bill works with students and start up companies to build strategies and operating plans that will create sustainable value as well as working with large companies and governments to improve their entrepreneurial vitality and innovative capabilities. He has an undergraduate degree from Harvard University and a graduate degree from the MIT Sloan School of Management where he was a Sloan Fellow.

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