

VELL

Representative Vell Placement

RICHARD UNDERWOOD
VICE PRESIDENT, SALES



Boston, Massachusetts - Dick Underwood has nearly 30 years of sales and sales management experience, including significant expertise selling enterprise solutions. From 2005, he served as Executive Vice President, Sales at SoundBite Communications, which completed an initial public offering in 2007. At SoundBite, Dick was responsible for quintupling annual sales revenue in less than three years. Prior to SoundBite, Dick was Executive Vice President at Moldflow Corporation, where he helped to take the company public and oversaw a 230% increase in revenue over his seven-year tenure. He has also held senior sales management positions at Parametric Technology, Inc. and Prime Computer.

About VFA

VFA is the leading provider of integrated software and services for facilities asset management and capital planning. Organizations in a wide range of industries rely on VFA solutions to help them strategically manage their facility assets and maximize the value of their capital investments. VFA uniquely combine facility assessment services, Web-based software products, and business consulting to provide their customers with a comprehensive solution for the complete capital management lifecycle. Over 350 organizations have employed VFA solutions to maintain accurate information about critical capital assets and effectively leverage this data to optimize the investments they make in their facilities. VFA's flagship software product, VFA.facility, is currently used to manage over two billion square feet of real estate assets in the corporate, education, government and healthcare sectors.