



## James R. White

### Executive Vice President of Sales

James R. White, Executive Vice President of Sales, brought more than 20 years' experience in enterprise software sales and service to Applied when he joined the company in September 2007. White has held senior management positions with enterprise software companies including Pilot Software (currently SAP), Portal Software (currently Oracle), and ManageSoft Corporation. During his first year, White built a Corporate Account Management and Strategic Service Team responsible for enhancing customer relationships and expanding Applied Systems solutions to the corporate user community.