

FOUNDER – GROWTH ARCHITECT – MULTIPLE EXITS

ALAN DISCOUNT

**BUSINESS LEADER
TECH VISIONARY
MARKET DISRUPTOR**



40+ YEARS

FUNDING, BUILDING, SCALING, AND SUCCESSFULLY EXITING BUSINESSES.

Four decades of entrepreneurial leadership—turning ideas into investable companies, growing market leaders, and creating lasting value.

EXPERIENCE THAT CREATES IMPACT



Spotting opportunities others miss and turning them into real businesses



Building and empowering teams that drive extraordinary results



Scaling businesses with discipline, data, and a customer-first mindset



Creating lasting value for investors, employees, and customers



1. FUNDING

Raising capital. Building trust. Laying the foundation for what's next.



2. BUILDING

Turning ideas into products. Building high-performing teams and scalable businesses.



3. SCALING

Expanding reach. Optimizing operations. Creating sustainable, market-leading growth.



5. LEGACY

Building a legacy of impact, innovation, and opportunity for what's next.



4. EXITING

Delivering exceptional returns. Creating opportunity for teams, investors, and communities.



40+
YEARS

of entrepreneurial leadership



RAISED
\$25M+

in capital across multiple rounds and sectors



BUILT
9

companies from the ground up



SCALED
MULTIPLE

businesses to significant revenue and market leadership



SUCCESSFULLY
EXITED

businesses generating over \$219 million in returns for investors

A LEADERSHIP JOURNEY

ACROSS **MARKETING**, **TECHNOLOGY**, **SAAS**, **AI**, AND **CONSUMER PRODUCTS**

Driving growth, building teams, and creating impact at the intersection of business, technology, and people.



1. MARKETING

Building strong brands, understanding customers, and driving demand through insight and creativity.



2. TECHNOLOGY

Leveraging technology and data to solve problems, scale systems, and deliver measurable impact.



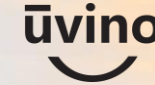
3. SAAS

Building and scaling SaaS solutions that create value, drive retention, and deliver sustainable growth.



4. AI

Harnessing the power of AI to automate, personalize, and unlock new possibilities.



5. CONSUMER PRODUCTS

Creating products people love, solving real needs, and building lasting customer loyalty.

IMPACT & LEGACY

Empowering teams, Delivering value. Shaping the future.

START

LEADERSHIP PRINCIPLES THAT GUIDE THE JOURNEY



PEOPLE FIRST

Build diverse, empowered teams and inspire growth.



CUSTOMER OBSESSED

Start with understanding real needs and delivering exceptional value.



DATA DRIVEN

Make informed decisions and continuously measure what matters.



INNOVATE BOLDLY

Challenge the status quo and embrace new possibilities.



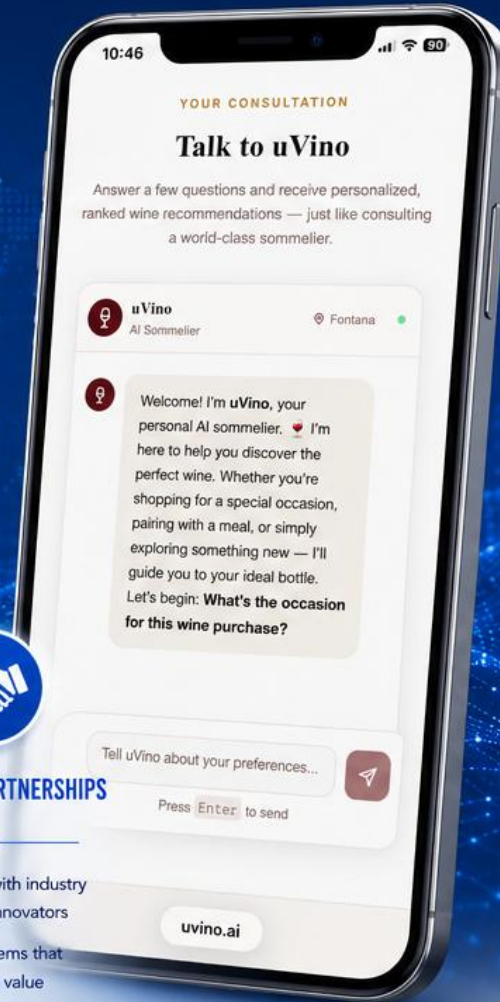
INTEGRITY ALWAYS

Lead with transparency, empathy, and a commitment to doing what's right.

CURRENT FOCUS

AI-POWERED CONSUMER DECISION PLATFORMS AND SCALABLE TECHNOLOGY ECOSYSTEMS.

Building intelligent platforms that understand consumer intent, deliver personalized experiences, and drive better decisions at scale through data, AI, and innovation.



AI-POWERED INTELLIGENCE

- ✓ Leverage machine learning for deeper insights
- ✓ Predict consumer behavior and intent
- ✓ Continuously learn and optimize outcomes



CONSUMER-CENTRIC PLATFORMS

- ✓ Build experiences that are personal, relevant, and seamless
- ✓ Empower smarter choices at every touchpoint
- ✓ Drive engagement, loyalty, and long-term value



SCALABLE TECHNOLOGY ECOSYSTEMS

- ✓ Architect for scale, speed, and reliability
- ✓ Integrate data, AI, and systems for maximum impact
- ✓ Enable innovation through agile, modular platforms



DATA-DRIVEN GROWTH

- ✓ Turn data into actionable strategies and insights
- ✓ Measure, test, and iterate for continuous improvement
- ✓ Unlock new opportunities and revenue streams



STRATEGIC PARTNERSHIPS

- ✓ Collaborate with industry leaders and innovators
- ✓ Build ecosystems that create shared value
- ✓ Accelerate impact together

OUR CORE PILLARS



INNOVATION

Push boundaries and build what's next.



TRUST

Protect data, respect users, earn confidence.



IMPACT

Create meaningful outcomes that matter.



COLLABORATION

Stronger together. Greater impact.



SUSTAINABILITY

Build responsibly for a better tomorrow.

GROWTH HIGHLIGHTS

Proven Track Record. Tangible Results. Lasting Impact.

Decades of innovation, execution, and leadership that drive growth, create value, and deliver extraordinary outcomes.



MULTIPLE SUCCESSFUL EXITS

Built and scaled companies across industries and successfully exited, delivering strong returns for investors and stakeholders.



PATENT HOLDER

Recognized innovator and patent holder, developing proprietary solutions that solve real world problems and drive industry forward.



HYPER-GROWTH BUSINESSES

Founded and scaled high-growth companies that achieved exponential revenue growth and market leadership.



STRATEGIC PARTNERSHIPS

Built strategic partnerships and alliances that accelerate growth, expand market reach, and drive lasting competitive advantage.



VISION.
INNOVATION.
EXECUTION.
EXCELLENCE.
EVERY TIME.



FOCUSED ON IMPACT

Every venture, invention, and partnership is driven by a commitment to create value, solve meaningful problems, and build a better future.



VALUE CREATION

Delivering measurable results and long-term value for all stakeholders.



INNOVATION LED

Pioneering ideas and intellectual property that shape industries.



GLOBAL IMPACT

Building businesses and partnerships that make a difference worldwide.



PEOPLE FOCUSED

Empowering teams, clients, and communities to achieve their greatest potential.

CURRENT VENTURE PORTFOLIO

INNOVATIVE BUSINESSES. SMART INVESTMENTS. STRONG FUTURE.

A diversified portfolio of high-potential companies across high-growth sectors—leveraging technology, data, and innovation to solve real-world problems and create lasting value.

OUR VENTURE FOCUS AREAS



FOCUSED ON SCALABLE BUSINESSES THAT:

- ✓ Solve meaningful problems
- ✓ Have strong market potential
- ✓ Are led by exceptional teams
- ✓ Drive innovation and disruption
- ✓ Deliver superior returns



AI

Investing in artificial intelligence solutions that automate, enhance decision-making, and unlock transformative efficiencies across industries.



RETAIL TECHNOLOGY

Backing next-generation retail platforms that improve the customer experience, optimize operations, and drive smarter commerce.



SPORTS PERFORMANCE

Supporting cutting-edge technologies that improve athlete health, performance, and recovery at every level of competition.



ADVERTISING TECHNOLOGY

Investing in platforms that power personalized, data-driven advertising and deliver measurable results for brands and publishers.



CPG (NUTRITION) INNOVATION

Building innovative consumer products that promote health, wellness, and peak performance through science and quality.

OUR INVESTMENT APPROACH



DEEP DUE DILIGENCE

Thorough research to identify the best opportunities and mitigate risk.



PARTNERING WITH TALENT

Collaborating closely with visionary talent to build enduring companies.



FOCUS ON GROWTH

Backing businesses with strong fundamentals and scalable growth potential.



ACTIVE VALUE CREATION

Providing strategic guidance, resources, and networks to accelerate success.



DRIVING SUPERIOR RETURNS

Focused on creating long-term value for investors through exceptional outcomes.

PATENT & INNOVATION AUTHOR

INVENTING SOLUTIONS. DRIVING EFFICIENCY. CREATING IMPACT.

Inventor of US Patent #6012066 – Computerized Workflow System and recent applications in the vending and sports hydration industries.



INNOVATIVE THINKER

Pioneered a groundbreaking workflow system that streamlines complex processes through technology.



PROBLEM SOLVER

Designed solutions that improve efficiency, accuracy, and scalability across industries.



PATENTED IMPACT

US Patent #6012066 recognizes a novel approach to computerized workflow management.



CONTINUOUS INNOVATOR

Continuously developing and applying technology to create real-world value in evolving industries.



PATENTED INNOVATION

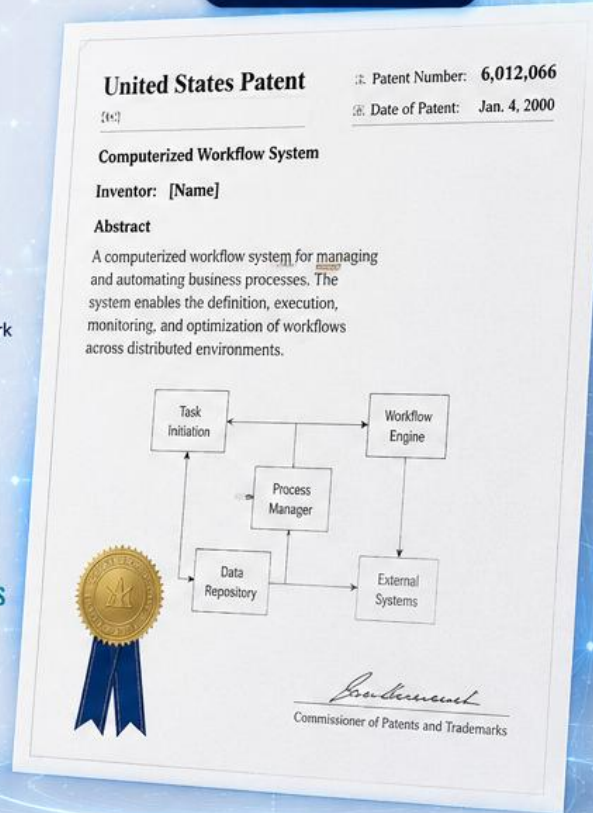
Recognized by the United States Patent and Trademark Office.



FOUNDATION FOR MODERN SOLUTIONS

A proven system that continues to evolve and deliver value.

US PATENT #6012066



RECENT APPLICATIONS

VENDING INDUSTRY

Smart, connected solutions that optimize operations, inventory, and customer experiences.



Real-time inventory monitoring



Automated restocking and maintenance workflows



Enhanced customer engagement and analytics

SPORTS HYDRATION INDUSTRY

Patented, science-backed formula delivering superior hydration and performance benefits.



Faster Hydration
Superior fluid absorption to rehydrate quickly.



Electrolyte Optimization
Advanced balance to replace what's lost in sweat.



Endurance & Performance
Supports stamina, reduces fatigue, and enhances output.



Gut-Friendly Formula
Gentle on the stomach for better comfort and tolerance.

THE POWER OF PATENTED INNOVATION



DRIVES EFFICIENCY

Streamlines complex processes to reduce costs and increase productivity.



ENABLES SCALABILITY

Built to adapt and grow across industries and business needs.



BUILDS COMPETITIVE ADVANTAGE

Unique, patented technology creates lasting differentiation in the marketplace.



CREATES REAL-WORLD IMPACT

Solutions that improve operations, enhance experiences, and drive measurable results.



FUELS CONTINUOUS INNOVATION

A mindset of curiosity and progress that shapes the future.

STRATEGIC PARTNERSHIPS

STRONGER TOGETHER. GREATER IMPACT. SHARED SUCCESS.

Collaborating with industry leaders, market innovators, and capital partners to accelerate growth, expand reach, and create exceptional value for our companies and stakeholders.



POWERFUL COLLABORATIONS

Partnering with best-in-class organizations to drive innovation and growth.



EXPANDED OPPORTUNITIES

Leveraging extensive networks to open doors and create new possibilities.



ACCELERATED GROWTH

Combining strengths to scale businesses faster and more efficiently.



SHARED SUCCESS

Building long-term relationships focused on mutual value and lasting impact.



STRATEGIC ALIGNMENT

Working with partners who share our vision, values, and commitment to excellence.



MUTUAL VALUE

Creating opportunities that deliver meaningful benefits for all stakeholders.



INNOVATION DRIVEN

Combining expertise and resources to solve complex challenges and drive industry forward.



GLOBAL REACH

Expanding our impact through partners with broad networks and market presence.



SUSTAINABLE GROWTH

Building strong partnerships that support long-term growth and lasting competitive advantage.

deluxe.

DELUXE

Trusted business technology solutions

kinko's

KINKO'S

Print and marketing solutions leader

IBM

IBM

Technology and innovation leader

Sage

SAGE

Business management and cloud solutions



Walmart

WALMART

Retail leadership and scale

LIVE NATION

LIVENATION

Entertainment and live experiences



MAJOR DISTRIBUTORS

Extensive distribution networks and reach



INVESTORS

Strategic capital partners fueling growth



LEADERSHIP CAPABILITIES

VISIONARY STRATEGY. SMART EXECUTION. LASTING IMPACT.

A well-rounded leader drives growth by crafting strategy, securing resources, building innovative solutions, and scaling operations—while empowering teams and forging the right partnerships to create enduring value.

CORE LEADERSHIP CAPABILITIES



STRATEGY

Define a clear vision, identify opportunities, and build winning strategies that create sustainable competitive advantage.



FUNDRAISING

Build compelling investment cases, forge strong investor relationships, and secure capital to fuel growth.



TECH DEVELOPMENT

Leverage emerging technologies and build scalable, secure, and intelligent solutions that drive business impact.



OPERATIONS

Design efficient processes, build high-performing teams, and ensure operational excellence at scale.



PRODUCT

Identify customer needs, prioritize roadmaps, and deliver innovative products that solve real problems.



M&A

Evaluate and execute strategic acquisitions and partnerships that accelerate growth and expand capabilities.



MARKETING

Build strong brand positioning, drive demand, and communicate value across the right channels.



CHANNEL DEVELOPMENT

Build and scale partnerships and distribution channels that expand reach and drive mutual growth.

LEADERSHIP PRINCIPLES



VISION & PURPOSE

Lead with clarity and inspire with a compelling sense of purpose.



EMPOWER PEOPLE

Build trust, develop talent, and empower teams to achieve extraordinary results.



DRIVE RESULTS

Set bold goals, measure what matters, and deliver sustainable results.



EMBRACE INNOVATION

Encourage creativity, challenge the status quo, and turn ideas into impact.



ACT WITH INTEGRITY

Lead ethically, make principled decisions, and build lasting trust.



THINK LONG TERM

Make decisions today that create value and opportunity for tomorrow.

BUSINESS DEVELOPMENT EXPERTISE

BUILDING VALUE. DRIVING GROWTH. CREATING OPPORTUNITIES.

A proven track record across the business lifecycle—from launching startups to scaling growth, optimizing mature businesses, executing turnarounds, and maximizing exit value.



CORE STRENGTHS THAT DRIVE RESULTS



STRATEGIC VISION

Identifying opportunities and creating clear paths to growth.



MARKET INSIGHT

Deep understanding of markets, customers, and competitive landscapes.



EXECUTION EXCELLENCE

Turning strategy into action with discipline and accountability.



RELATIONSHIP BUILDER

Building trusted relationships with partners, investors, customers, and teams.



VALUE CREATOR

Driving sustainable value at every stage of the business lifecycle.



RESULTS DRIVEN

Focused on delivering measurable outcomes and lasting impact.

EXTENSIVE MEDIA RECOGNITION

THOUGHT LEADERSHIP. INDUSTRY CREDIBILITY. NATIONAL VISIBILITY.

Entrepreneur

Harvard Business Review

FORTUNE

Our expertise and insights have been featured across leading media outlets, reflecting our commitment to innovation, value creation, and driving meaningful impact.



INVESTOR'S BUSINESS DAILY



NATIONAL BUSINESS PRESS

Featured in leading business newspapers and print publications for expert insights on markets, strategy, and economic trends.



TELEVISION & BROADCAST MEDIA

Recognized by major news networks and business channels for thought leadership and forward-looking perspectives on industry and innovation.



ENTREPRENEURIAL PUBLICATIONS

Featured in top entrepreneurial magazines for building businesses, leadership, and driving sustainable growth.



TECHNOLOGY & INNOVATION COVERAGE

Highlighted in technology publications for pioneering solutions, digital transformation, and pushing the boundaries of innovation.



INVESTOR & FINANCIAL MEDIA

Spotlighted in financial publications for market analysis, investment strategies, and delivering long-term shareholder value.



INDUSTRY THOUGHT LEADERSHIP

Sought-after voice in panels, podcasts, interviews, and expert roundtables across industries and sectors.



TRUSTED EXPERT

Recognized for deep expertise and a proven track record of delivering results.



INDUSTRY AUTHORITY

Respected by peers and media as a go-to source for insights and strategies.



NATIONAL EXPOSURE

Broad media visibility that amplifies our message and mission.



BRAND CREDIBILITY

Earned trust and validation through consistent, high-impact recognition.



MARKET INFLUENCE

Shaping conversations and driving impact across markets and industries.

BOARD & ADVISORY VALUE

EXECUTIVE LEADERSHIP. GROWTH ACCELERATION. COMMERCIALIZATION. GOVERNANCE.

Bringing deep operational expertise, strategic insight, and proven leadership to help boards and leadership teams drive growth, create value, and achieve lasting impact.



EXECUTIVE LEADERSHIP

- ✓ Seasoned executive leadership to guide vision and strategy
- ✓ Strengthen leadership teams and organizational alignment
- ✓ Navigate complex challenges with clarity and decisiveness
- ✓ Provide mentorship and executive-level perspective



GROWTH ACCELERATION

- ✓ Identify high-impact growth opportunities and new markets
- ✓ Optimize business models and go-to-market strategies
- ✓ Drive strategic partnerships and ecosystem development
- ✓ Accelerate revenue and shareholder value creation



COMMERCIALIZATION

- ✓ Turn innovative ideas into scalable, market-ready solutions
- ✓ Advise on product strategy, positioning, and differentiation
- ✓ Build commercialization frameworks and execution roadmaps
- ✓ Bridge the gap from innovation to market impact



GOVERNANCE

- ✓ Strengthen board effectiveness and decision-making
- ✓ Ensure sound governance, risk management, and compliance
- ✓ Bring independent perspective and fiduciary oversight
- ✓ Support long-term sustainability and stakeholder value

DELIVERING MEASURABLE BOARD & ADVISORY IMPACT



STRATEGIC GUIDANCE

Provide clarity and direction to help organizations make smarter, future-focused decisions.



VALUE CREATION

Drive initiatives that enhance performance, profitability, and long-term enterprise value.



LEADERSHIP IMPACT

Elevate leadership capabilities and build high-performing, resilient teams.



RISK & OVERSIGHT

Strengthen governance practices and mitigate risk to protect and grow enterprise value.



SUSTAINABLE GROWTH

Position organizations for enduring success in an evolving market landscape.

BUSINESS PHILOSOPHY

VISION WITHOUT IMPLEMENTATION IS WORTHLESS.

I have always been able to realize the vision of the teams I have worked with.



VISION

A clear, compelling future inspires direction and possibility.



IMPLEMENTATION

Turning strategy into action through planning, focus, and execution.



REALIZED IMPACT

Delivering measurable results that create lasting value.



CLARITY OF VISION

- Define a bold, meaningful vision
- Align teams around a shared purpose
- Keep the end impact front and center



STRATEGIC PLANNING

- Translate vision into a clear strategy
- Prioritize what drives the greatest impact
- Build adaptable roadmaps for success



EMPOWERING TEAMS

- Build trust and foster collaboration
- Empower teams to own the mission
- Cultivate accountability and high performance



DISCIPLINED EXECUTION

- Turn plans into daily action
- Remove roadblocks and eliminate distractions
- Drive consistency and relentless follow-through



MEASURABLE RESULTS

- Deliver outcomes that exceed expectations
- Measure what matters and learn continuously
- Create lasting value for stakeholders

CORE BELIEFS THAT DRIVE EVERYTHING



ACTION OVER INTENTION

Ideas mean nothing without action. Execution is where vision comes to life.



OWNERSHIP MINDSET

I take ownership, deliver commitment, and hold myself and others accountable.



FOCUS & PRIORITY

Focus on the right priorities that move the needle and create meaningful impact.



SOLVE. ADAPT. SUCCEED.

Challenges are inevitable. Adaptability and resourcefulness turn obstacles into opportunities.



PEOPLE. PURPOSE. IMPACT.

Great results come from empowered people working toward a greater purpose.

LET'S CONNECT

**BUILDING PARTNERSHIPS.
DRIVING INNOVATION.
CREATING IMPACT.**

I'm always open to new opportunities, strategic partnerships, and conversations that drive meaningful impact. Let's connect and explore how we can achieve great things together.



CONTACT

Alan Discount
951-836-7559



PHONE

951-836-7559
Call or text anytime.
I'd love to hear from you!



EMAIL

acdisco@aol.com
Send me an email and
I'll get back to you.



LINKEDIN

linkedin.com/in/alandiscount
Let's connect and
stay in touch.



WEBSITE

www.alandiscount.com
Visit my website to learn
more about what I do.

OUR CORE VALUES



INNOVATION

Push boundaries and
build what's next.



TRUST

Protect data, respect
users, earn confidence.



IMPACT

Create meaningful
outcomes that matter.



COLLABORATION

Stronger together.
Greater impact.



SUSTAINABILITY

Build responsibly for
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