

JANUARY 13, 2017



JEREMY LIND

2017 FORTY UNDER 40

FAMILY

WORK

COMMUNITY

UNITED WAY

MAKE-A-WISH

Jeremy Lind

Sr. Business Leader, Volunteer Mentor

SUMMARY

Experienced professional with 15+ years of proficiency in business and technology leadership, group benefits and insurance programs, strategic architecture initiatives, and new business start-ups.

Motivated by a passion for helping others, personally, professionally, and socially; every opportunity to make a difference is cherished.

As an avid entrepreneur, created, designed, and **developed the 3rd most popular website hosted in the state of Iowa, CycloneFanatic.com.**

EXPERIENCE

- | | |
|------------------|---|
| 2015 - Present | Board of Directors
Third Coast InnovateHER (Non-Profit)
Non-profit organization responsible for the analysis of, and advocacy for, equal opportunities for women in the technology sector. |
| 4.2015 - Present | Manager of Application Development
Delta Dental of Iowa <ul style="list-style-type: none">• Manager of Application Development over Electronic Data Interfaces, Core Admin System, and Web Infrastructure.• Responsible for leading the architecture and implementation of strategic web-initiatives; including four distinct self-service portals for varying external user types, designing APIs and Web Services, and leading a team of analysts and developers according to timelines.• As a project lead, defined and coordinated the implementation of project deliverables for a complete technology transformation initiative. |
| 1.2014 - 4.2015 | Sr. Business Architect, Partner
EvoSure <ul style="list-style-type: none">• SXSW 2014 Tech Innovators Of The Year - Runner Up.• Senior Business Architect for the development of business and technology processes, product functionality, and overall strategy.• Lead Analyst & Implementation Architect for the implementation and onboarding of the nation's largest Insurance Carriers and Brokers.• Served as the primary interface for both technology and business principals within the insurance industry. |
| 3.2012 - 1.2014 | Sr. Architect, Leader, Sr. Business Coach
Businessolver <ul style="list-style-type: none">• Senior Architect leading the definition and implementation of online insurance enrollment and administration platforms for Fortune 500 Companies.• Directly responsible for overseeing a team of Architects and Analysts with the ultimate goal of successfully implementing new clients, processes, and systems using a Matrix Reporting Model.• Awarded 2012 Q3 APEX Award for Integrity & Innovation. |
| 4.2004 - 3.2012 | Sr. Analyst, Project & Product Lead
Marsh & McLennan (Mercer) <ul style="list-style-type: none">• Business Architect responsible for the implementation of a \$45 million technology transformation project, including new insurance policy administration and billing platforms.• Defined business and technical requirements, designed data and process flows across 15 integrated systems, conceived of and drafted end-user GUIs, defined incoming and outgoing file feeds and interfaces, and determined processes.• Utilized business and operational experience to properly align the proposed solutions with the end-user's needs. |



📍 Waukee, IA

📞 (515) 291.3191

✉ jeremy@jeremylind.com

🌐 JeremyLind.com

🌐 CycloneFanatic.com

FAMILY LIFE

- **DOB:** May 6th, 1982
- **Age:** 34 years
- **Spouse:** Rhonda
- **Children:**
 - Isaac (6 years)
 - Eli (1 year)
- **Interesting Fact:**
 - Founded first profitable small business at the age of 8; building, selling, and supporting custom computers online.

COMMUNITY INVOLVEMENT

United Way of Central Iowa

- Volunteer, Contributor, Company Organizer & Sponsor

Make-A-Wish Foundation

- Volunteer, Contributor, Company Organizer & Sponsor

HOBBIES / INTERESTS

- Family Time
- Volunteering and Charitable Giving
- Professional Mentoring
- Personal Development

January 11, 2017

Des Moines Business Record
Attn: Forty Under 40 Selection Committee
100 4th Street
Des Moines, Iowa 50309

Dear Forty Under 40 Selection Committee:

I am writing to recommend Jeremy Lind for the Business Record's annual Forty Under 40 recognition. Jeremy's choices on how to contribute to his community – both personally and professionally – demonstrate an ongoing commitment to serving others and improving the lives of Iowans.

Jeremy joined Delta Dental of Iowa in 2015 as a Sr. Business Analyst. In 2016, he was promoted to Application Development Manager. In this role, Jeremy is responsible for leading the daily development and support activities for Delta Dental's core claims and eligibility administration systems. Jeremy's blend of advanced technical knowledge and strong communication skills allow him to build great relationships with both business and technical teams and helps drive the day-to-day success of our organization. These are critical skills that are key for our future leaders.

As Application Development Manager, Jeremy proactively works to ensure the daily success of all core transaction processing activities to support the health and wellness of the more than 1,000,000 members that Delta Dental of Iowa serves.

Jeremy has also been an active leader in support of United Way of Central Iowa and the Iowa chapter of the Make-A-Wish Foundation. He serves on the Board of Directors for Third Coast InnovateHER, which is a non-profit organization responsible for the analysis of, and advocacy for, equal opportunities for women in the technology sector. Jeremy helps engage our entire company in one of our core values, "Improve Lives" as he encourages and leads efforts internally and externally to **Volunteer** and **Provide** for these local non-profit organizations.

I would highly recommend Jeremy Lind for the 2016 Forty Under 40 class. From his civic involvement, to his professional contributions, to his commitment to his family, Jeremy exemplifies the qualities of a young leader in the Des Moines community.

Sincerely,



Jeff Russell
President and CEO, Delta Dental of Iowa

Kelli Mulligan

1607 Morgan Dr, Ambler Pa. 19002 | 215-527-7271 | kellimulligan2010@gmail.com

January 6, 2017

Forty Under 40 Selection Committee
The Depot at 4th
100 4th St
Des Moines, IA 50309

Re: Jeremy Lind - Nominee

Dear Selection Committee,

I had the pleasure of working with Jeremy Lind during his tenure at Marsh, in Urbandale Iowa, from 2004 to 2012, when I was a Senior Vice President. He is a person of outstanding character, who is genuine, generous and determined to make a difference in all that he endeavors.

In business, he executes at the highest level of performance on business strategies while caring for the climate he creates with his business partners. His teamwork and accomplishments impact organizations immeasurably, yet Jeremy remains down to earth and humble.

In his personal life, he places high importance on serving his community through United Way of Central Iowa, Make-A-Wish America, and Third Coast InnovateHER. His entrepreneurial style and forward thinking helps these organizations to grow and thrive in pursuit of their philanthropic goals.

His unstoppable quest to help others and connect like people to like interests was ever apparent in his creation and development of CycloneFanatic.com. There, Jeremy showed his love for the Iowa State Cyclones as a reflection on the great state of Iowa, creating a sense of community, and using his entrepreneurial talent to create a lucrative business model.

I highly recommend Jeremy for the 2017 Forty under 40 class. He exemplifies the traits and qualities that will continue to advance Des Moines and Iowa, in both community and business value propositions.

Best Regards,

Kelli Mulligan



Kelli Mulligan

Vice President, Group Insurance Operations

Kelli Mulligan is responsible for leading transformational strategic initiatives within Prudential Group Insurance through cross functional matrix teams of executive and business leaders, transforming business strategies into actionable and measurable results. Additionally, she consults on international business acquisitions for Group Insurance.

She has led the Employer Services Group (ESG) teams providing Operations solutions for National Account and Premier clients, including Implementation Management, Case Installation, Regulatory Contract Drafting and Filing, and TPA Strategic Relationship Development. Group insurance products supported include Life, GUL/GVUL, Accident, Disability, Critical Illness and Absence Management Services.

Kelli joined Prudential in August 2012 with more than 20 years of experience in insurance and financial services. She has led large teams providing end-to-end operations for GUL/GVUL, STD/LTD, LTC, Whole Life, Annuity products, and executive and client relationships. Prior to joining Prudential, she served as Senior Vice President of Business Process Outsourcing Strategy and Client Management at Marsh.

Kelli holds a Master of Business Administration from Temple University's Fox School of Business, and Bachelor of Arts from Grand View University.

Forty Under 40 Representatives,

I am writing to you today to wholeheartedly recommend Jeremy Lind for the Forty Under 40 Award. I have spent the last 20 years of my career growing organizations both large (Fortune 50) and small (start-up) with varied roles from executive leadership to founding partner and CEO.

I have worked with Jeremy on three separate occasions, the first being at Marsh & McLennan from 2007 – 2010. At that time Jeremy was a rising star in an organization of 55,000 whom had started in Operations and was making a name for himself at the highest levels. That quickly accelerated as he was promoted and became the project leader of a \$45M investment which included both a massive technology and parallel client implementation. His ability to understand a variety of business and technology critical dependencies and manage them through to completion was exemplary.

Several years later I started a software development company building a network platform for the commercial insurance industry. In a startup environment, every expense dollar is examined and every person is absolutely critical in driving the right culture. I immediately thought of Jeremy and recruited him to lead our strategic operation teams. I did so because of his proven ability to deeply understand and utilize technology, to become a trusted partner for critical clients, and his ability to be both an individual contributor as well as an accomplished leader. Jeremy's contributions and leadership directly lead to a multimillion dollar exit including a 62x valuation.

I then asked Jeremy after the merger to help guide and direct the acquisition efforts ensuring a successful transition. Jeremy's detail-oriented nature was critical in providing very clear transition plans and methodologies for others to support as we became integrated into the new company.

Finally, I would say the greatest compliment I could give Jeremy is that he is a wonderful father, husband and friend. He has lead by example and shown others around him what it looks like to have a very successful career while still placing his family first. Jeremy is a wonderful human being and I am blessed to call him a dear friend.

Brian Wood
Sr. Vice President - Marketplace



January 4, 2017

To Whom It May Concern,

I have had the privilege of working with Jeremy Lind in more than one organization. Jeremy and I have worked as co-workers, and he has also reported directly to me. Our professional relationship is built on trust and respect.

In each role Jeremy has held, his technical expertise has been key to his success. He's a problem solver – and rises to each challenge. He is routinely called upon to be part of technology teams, to streamline processes, and to implement new platforms.

The status quo is never good enough for Jeremy. He has an extensive technical background to draw from and always delivers a top-notch product. He's comfortable holding any role within a project team and utilizes his skillset to see beyond the immediate scope of the project. He has the ability to deliver results, even when you struggle to define your needs.

I would have no reservations in seeking out Jeremy's technical expertise – whether it be a quick technical question, or a wide-scale technology initiative.

Jeremy epitomizes what it means to be a leader in the technology field. Please give Jeremy Lind every consideration in your selection process.

Sincerely,

Diane Pohlmeier

Leader, Credentials and Commission

Principal Financial Group

515.710.8114

Loren Brockhouse
15415 Brookshire Drive
Urbandale, Iowa 50323
Loren.Brockhouse@advicentsolutions.com

January 6, 2017

Jeremy Lind
Manager of Application Development
Delta Dental
9000 Northpark Dr.
Johnston, Iowa 50131

Dear 40 Under 40:

I would highly recommend Jeremy Lind for your Forty Under 40 class. His passion for great outcomes at work and in the community warrants selection.

While working with Jeremy on joint projects at Businessolver, I was always impressed with his attention to detail and his ability to produce tremendous amounts of work with little supervision or resources. Jeremy led the implementation of Businessolver's largest client by size, revenue and complexity. The implementation was completed on time and on budget and continues to be a happy and referring client. He was also active in winning the largest West Coast client with a key industry consultant. His mastery of the implementation process eased the biggest concern of the decision makers at this hospital system and resulted in a long term contract!

As passionate as Jeremy was for his work, he was just as passionate for giving back to our community and those who are in need. Jeremy led the fund raising activities for Make-A-Wish at Businessolver when the company was just becoming involved in the wonderful program. I believe his enthusiasm became contagious amongst the employees at Businessolver and has resulted in Businessolver becoming a great supporter and sponsor for Make-A-Wish!

I highly recommend Jeremy both personally and professionally. I believe he would represent the Forty Under 40 class with the utmost dignity.

Sincerely,

Loren Brockhouse

President, Advicent Solutions

Friday, January 06, 2017

To Whom It May Concern,

For as long as I have known Jeremy, I have not known anyone more willing to give their time and expertise to those around him. He has the ability to quickly build relationships not only because of how relatable and sincere he is, but because of his excellence in follow-through. When Jeremy says he will do something or help someone, it will be a promise kept.

During our time working together at Businessolver, Jeremy always led by example and brought the best out of each individual on the team. People rally around Jeremy. As a sales leader, I cherished his rare combination of technical knowledge and his ability to communicate and relate on a sales call. Jeremy not only helped sell some of our largest accounts, but he made our business better and delighted our clients along the way.

Outside of work, there is not much different in how Jeremy interacts with his community. He is genuine, he cares, and he follows through with his initiative to improve the situation for those around him. He is always involved in charity, giving, and making people better. Jeremy is a true leader, in every sense of the word, and I am more than happy, energized and excited to recommend him for the Forty Under 40 award.

Mitch Ronnei

Vice President of Sales and Marketing at Trionfo Solutions