



Grow Your Software Company. Faster.



Fast Facts About Tennant Consulting

Who I Am

Steve Tennant

Strategic Marketing & Alliances Consultant, Internet & Software Industry

What I Do

Help software executives accelerate revenue growth and raise capital through strategy, marketing, fundraising and alliance services.

Prior Clients & Roles

Experience at all software company development stages and with systems integrators. Have presented to and worked with senior executives at most major IT providers, systems integrators and over 50 venture firms. Consulting and employee roles include:

- VP of Marketing and Business Development, Planitax (Seed & Series A, Hosted Software ASP)
- VP of Business Development, Rolling Thunder (Seed Stage, Audit Enterprise Software)
- VP of Business Development, Ninth House Network (Series B, E-Learning Software ASP)
- VP of Business Development, PeopleSoft
- Director of Financial Services Industry Strategy, PeopleSoft
- Manager of Financial Product Strategy, PeopleSoft
- Programmer, Analyst, & Senior Manager, Andersen Consulting

What Clients Say

“I couldn’t have done it without you.”

- Seda Taysi, CEO, Planitax, closing \$7M in VC funding

“Obviously, without your involvement we would not have gotten as far as we did.”

- Sean Aggarwal, CEO, Rolling Thunder, on signing VC term sheet

“Steve offers a depth of executive operational experience. He will deliver immediate value for any technology company to help set strategy and execute tactically.”

- Peter Riccio, VP Sales, Planitax

“You saved us a lot of time and money. Thank you.”

- John Palmer, CEO, Empro, on completing business plan

“Unlike a lot of people who say they do business development, you’re the real deal.”

- Jeff Snipes, CEO, Ninth House, on closing alliances and closing sales with KPMG, CEMEX.

Located

Orinda, CA. San Francisco East Bay. Clients are throughout the Bay Area and Silicon Valley.

How to Contact

Phone: (925) 258-9100

Email: steve@tennantconsulting.com

For More Information

Visit: www.tennantconsulting.com