



## **Britton (Trey) Swain, III**

**Trey Swain is President and CEO of Delinea Corporation, a technology services company focused on providing business application services to the utility and energy industries.**

**Swain began his career with Delinea in 2000 as Chief Financial Officer. In this role, he oversaw all aspects of finance and administration. Swain led the effort on the initial funding and one follow-on round of funding for the Company. Under his direction, Delinea's internal systems and infrastructure were established.**

**In 2003, Swain transitioned to Chief Operating Officer. Responsible for Delinea's overall operations and client services delivery, he managed the growth of the Company to approximately \$24 million in just its fourth year of existence. Client services under Swain's direction were comprised of complete IT outsourcing of utility clients, consulting, software development and systems implementation.**

**Prior to joining Delinea Corporation, Swain was Market Vice President for Metrocall, Inc., a national paging and cellular company. He led a team of 135 employees and had responsibility for management of multiple distribution channels, back office/customer service functions, billing, inventory and technical infrastructure. Under Swain's leadership, the organization exceeded financial goals and was recognized as one of the best performers in the industry.**

**In 1997, Metrocall acquired Pronet, Inc. Swain began his career with Pronet in 1991 as Finance and Operations Manager, and quickly rose to Director of National Operations, and eventually Vice President of Operations. He managed an organization that grew from 60 employees to over 600 and tripled sales from \$30 million to over \$100 million. Swain was also instrumental in the successful acquisition and integration of over twenty paging companies during a two and a half year period.**

**Previously, Swain was Co-Founder of Computing Solutions, Inc., a company focused on selling and implementing computer systems for small and medium sized businesses.**

**Swain began his professional career in 1985 as a Senior Accountant with Ernst & Whinney, which eventually became Ernst & Young, a leading international accounting firm.**

**Swain earned a degree in Accounting from Sam Houston State University, where he attended on a baseball scholarship. He later earned his certification as a public accountant.**

**In his personal time, Swain enjoys golf, reading, and family activities. He lives in McKinney, Texas with his wife, Lisa, and their three children.**