

**Johan Praats**  
**Executive Vice President, Learn.net**

Johan brings over 20 years of industry and sales management experience to Learn.net. In his current position, he oversees all domestic sales and marketing for Learn.net. Johan's focus is on driving new business development in the area of video-centric knowledge management.

Prior to joining Learn.net, Johan was Vice President of Sales & Marketing for Technicolor Network Services, where his efforts contributed to the company's best revenue year during a time of transition into the digital signage market. Previously, Johan successfully built and managed sales teams for OneTouch Systems (interactive distance learning, or IDL) and Interwise (enterprise-wide collaboration software).

Under his sales leadership, OneTouch Systems became the dominant supplier in the IDL market with major clients like Ford, GM, JC Penney, Social Security and the IRS; the company was eventually acquired by Hughes Network Systems, and the University of Phoenix. As Vice President of Sales & Marketing for SecureTax.com (on-line tax preparation software), Johan's team again gained a market leadership position resulting in an acquisition of the company by Intuit. Johan also gained experience in the two-way satellite industry (VSAT) while working for AT&T and managing channel relationships with all the major providers in the market. Johan also has substantial live and on-demand video delivery expertise.