

Tom Camp

Owner & GM

Collins Brook Group, LLC



Thomas R Camp

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Tom has built numerous product-based businesses with an extensive focus on partnering and joint marketing. This includes the development of successful joint ventures, reselling relations (OEM, channels, etc.), supply arrangements, intellectual property licensing and customer alliances. These businesses were in the business-to-business and business-to-consumer technology market. Tom's experience spans partnering across the US, throughout Asia (China, Korea & Japan) and Europe.

Tom's background includes software engineering, engineering management, hardware and software product management, strategic marketing and strategic partnering. He has served as the technology advisor for a \$50M corporate investment fund targeting new technologies and emerging technology markets. As part of this work, Tom has led the negotiation and implementation of several technology investments and business partnerships.

Tom served as a Senior Director of Product Lifecycle Planning for Hewlett Packard. Using innovative marketing approaches and web-based marketing initiatives, Tom helped HP reduce its costs for managing partner relations by over 70% while developing relationships that delivered an additional \$200M in revenues.

Tom brings a strategic product marketing mind-set to his executive roles. As a Director of Corporate Development for several F100 companies, Tom has managed the evaluation of technologies and technology related companies for corporate investment programs. His work has led to the creation of many strategic business development relationships with top technology industry partners (e.g. Cisco, Intel, Erickson, Samsung, etc.) and led numerous technology investment programs. His leadership in identifying new technologies, combined with his win-win approach to contract negotiations has led to many successful new businesses relationships.

Tom is currently the Owner and GM of Collins Brook Group, LLC, a web development and marketing consulting firm based in Klein, TX. He also serves on the Board of the Winnisquam Watershed Network, helping to protect Lake Winnisquam in NH and also supports Quantum Interface, an Austin, TX technology startup as a product marketing consultant.

EDUCATION:

BS – Chemistry
SUNY at Brockport

EXECUTIVE CERTIFICATES

Harvard University
(Strategy, Sales & Marketing)

TECHNICAL CERTS

Technical SEO
HTML/CSS
JavaScript
PHP
SQL