

## Executive Bios



### **Rajiv Jain, President and CEO.**

As the President/CEO of a2z, Inc. Rajiv Jain not only undertakes the daily business responsibilities, but mentors and works along side the staff.

Rajiv leads the development of cutting-edge technologies for the events industry, including the first fully web-based exposition floor plan management solution and the first generation of online matchmaking tools for exhibitors and attendees. a2z is now widely recognized as the leading provider of web-based event management software for managing and marketing conferences and trade shows, serving over 500+ shows, including 40+ TSW Top 200 shows.

In 1998, along with three other partners, he founded a2z, Inc. to develop a new breed of online solutions for B-to-B applications. Since then, Rajiv has grown the business from its humble beginnings starting in his apartment to an award-winning company that is recognized as one of the Top-10 world leaders in event management software development. Rajiv Jain was selected as one of the “Top 40 Business Executives Under 40” by the Baltimore Business Journal in 2002. He also won the “Howard County Tech Council Edge 40!” in 2006 given to the leading technology executive in the county. In 2008, Rajiv was named an Ernst & Young Entrepreneur Of The Year® 2008 Award Finalist in Maryland



### **Michael J. Hatch, Senior Vice President of Marketing and Sales**

As the Sr. Vice President of a2z Inc., Mike oversees the sales and marketing teams at a2z.

Before moving to the ‘virtual’ world and joining a2z Inc., Mike spent nearly 25-years in the ‘real’ exhibition industry, managing two major corporate exhibit programs for both AT&T, and Holiday Inns International and working closely with the Trade Show Exhibitors Association.

Mike also owned and operated two successful exhibit design and production companies that served over 10,000 exhibitors during a seventeen year span, and produced over 50 successful trade shows and education conferences during the same period.

Mike is an award winning exhibit designer, marketing consultant, professional speaker and trainer, and a recognized expert in online event management and marketing, successful exhibiting and trade show marketing.