

Darrell Ortiz, CEO & Founder of CDM Software Solutions, Inc.
Professional Biography

Nearly three decades ago, the planet was set on its axis. From a time when computers were not a staple of how we function and those that existed utilized the elemental PC-based DOS, technology became the driving force impelling the reshaping of society. On the cusp of such transformative change, Darrell Ortiz, a 19 year University of Texas at Austin grad, had an idea. Founding CDM Software Solutions, Inc. in Houston, Texas, with vision and a handful of employees, he leapt into the software technology revolution, and with subsequent unparalleled growth in logistics and Homeland Security sectors, he has assumed a global leadership role serving an international clientele ranging from small home businesses to top Fortune 500 titans, as well as working with the Department of Homeland Security, the Department of Defense and Major League sports franchises.

The recognition for CDM spans a ranking among the Top 100 Logistics IT Providers by Inbound Logistics magazine to being named as the third-fastest growing private company in the region by Houston Business Journal. It has also been designated as a CERTIFIED U.S. CUSTOMS software provider since 1990. The company has also notably grown, with 50 top professionals around the world, more than \$33 million in annual revenues and global alliance partnerships with Motorola, Intermec, Metalcraft, IBM, Impinj, GT Nexus, Intra and Descartes

When asked to describe his approach as a leader, Darrell is characteristically humble, identifying personal strengths of an adaptability depending on the project and the timeline to completion. When a customer describes what they see as insurmountable challenges, he consistently demonstrates the ability to expertly apply technology, business rules, and therein, deliver a software product that meets the needs of operations through management. This goes far to explain CDM's growth and extraordinary 99 percent customer retention rate or as Darrell explains, "by staying flexible, we've been able to see our customers through the dotcom bubble, energy crises, the energy boom, an increasingly connected global marketplace and much more,"

The innovations pioneered by the firm with Darrell at the helm include G.E.T, a product enabling mission critical global asset tracking utilizing GPS, RFID and Barcode technologies with On-Demand Tracking, offering comprehensive shipment compliance and regulatory solutions for the United States, European Union, Canada, Japan, Singapore and China and A.I.M., one of the first cloud-based asset management systems designed to enable Oil & Gas service providers/producers, airports, professional sports teams, broadcasting and manufacturing companies to effectively manage their assets.

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As to future prospects, with a tremendous growth rate of over 6,000% over the past five years alone, CDM Software Solutions, Inc. is positioned to continue to expand domestically and globally, expanding in market share with its logistics, shipment compliance and asset tracking software solutions beyond all expectations.

Of equal importance, Darrell is truly a success in the most meaningful of ways, happily married with two children and a confirmed community member in the Chicagoland area for over 10 years. In all that he has done professionally and personally, Darrell Ortiz defines value.

