

Biography of Ralph Dangelmaier



Ralph Dangelmaier is the CEO of Fintech and has spent over 30 years in the payments industry. He is passionate about growing companies through product innovation, go-to-market strategy, and customer success. He has been the President & CEO of public and private Fintech companies, with a consistent track record of high growth and creation of significant shareholder value.

Decades of experience have proven instrumental in shaping the Fintech company CEO's unparalleled understanding of the payments industry and its evolution. The Massachusetts

native maintains a largely unmatched knowledge of the successful establishment and expansion of multiple high-growth global payments companies.

Elsewhere, Stonehill College graduate Dangelmaier is a keen philanthropist, routinely supporting multiple charities and scholarships. His hobbies include golf, tennis, travel, and wine. The payments industry pioneer's passion for wine led him to establish his own Patriot wine label. He resides in the Bay State city of Weston, around 15 miles west of downtown Boston.

Current Role & Duties



Ralph Dangelmaier
Led public and private Fintech companies, achieving high growth and significant shareholder value.

For about 20 years, Dangelmaier has been the owner and founder of the Payments Advisory Team, headquartered in Waltham, Massachusetts. With the Payments Advisory Team (PAT), he is a strategic advisor for companies that leverage his extensive experience and knowledge in the global payments industry to help optimize their payment solutions, increase sales, and reduce costs. As a CEO and Board Member growing public and private payment companies, he has worked with thousands of Banks, Payment Processors, and Businesses across 60 countries.

Academic Background

Massachusetts native Dangelmaier studied at Reading Memorial High School in Middlesex County before undertaking further studies at Stonehill College in the Bristol County town of Easton. Stonehill is a private college founded in 1948.

It is from Stonehill College that he holds his Bachelor of Science degree in Economics. Alongside the Fintech company CEO, other notable Stonehill College alumni include former PayPal president Scott Thompson, the renowned financial analyst and investor Keith Gill, Lou Gorman, former Boston Red Sox General manager, and Dick Flavin, the famous journalist, television commentator, and playwright and Red Sox poet laureate.

Career History



Ralph Dangelmaier

Teaches Fintech classes at various institutions, including Stonehill and Harvard.

Dangelmaier's career in the payments industry began at Bank of America. Formerly known as Bank of Boston, it long predates the modern Fintech sector, of which Dangelmaier is a pioneer. In the following years, the Massachusetts native maintained several all-important roles within the bank and other payments-focused financial services organizations.

Next, at Bancware, Ralph was the VP of Sales for three years. During his tenure, Bancware grew its revenue 15x, and the company successfully sold to SunGard.

Following this, he became CEO of P&H Solutions, where he created significant innovations in payments by releasing the first Internet business payment platform. The VC-backed company became the leader in the space with 80% of the US Banking Market as customers, and the VC achieved 10x on their investment.

The same venture was subsequently acquired by leading real-time payments provider ACI Worldwide, a global payments and services company with offices in 23 countries and customers in 95 countries. Following the acquisition, Dangelmaier assumed the role of ACI President. As

President, he managed all go-to-market activities and over 1,500 people in 60+ countries with 10,000 customers.

Dangelmaier subsequently joined BlueSnap as CEO & Board Member. During his 11 years, BlueSnap was one of the first payment facilitators to provide a simple way to accept payments from anywhere. With a single integration to BlueSnap's Payment Orchestration Platform™, B2B and B2C merchants accept payments with access to 100 global payment types and currencies in over 200 countries. During his tenure, BlueSnap grew its revenue 40x, grew its monthly funds flow 70x, and increased from processing locally in 2 countries to 47 countries. Dangelmaier remains an Advisor to BlueSnap.

Ralph also teaches classes to encourage the next generation of Fintech leaders at multiple institutions, including Stonehill and others such as Brandeis, Babson, Harvard, Santa Clara University, and the University of Illinois.

Appointments & Memberships



Ralph Dangelmaier
CEO with over 30 years in the payments industry.

Dangelmaier has previously held board positions at MineralTree and Stonehill College.

MineralTree is a leading provider of Accounts Payable (AP) Payment Automation solutions. Funded by .406 ventures, Fidelity and Fiserv, they were successfully sold to behemoth Global Payments for \$500M.

Meanwhile, Stonehill College—of which he is a proud graduate—is named by US News and World Report as a top 100 college in the United States.

The Fintech company CEO's other appointments include past and present board positions such as Electronic Transactions Association and official membership to the Forbes Finance Council.

The Payments Advisory Team founder is routinely invited to speak at payments-focused and other technology conferences and has authored numerous highly circulated articles as a subject matter expert. He has subsequently appeared on television and elsewhere to address outlets like Bloomberg and NPR.

Awards



Ralph Dangelmaier is a multi-award-winning entrepreneur, business leader, and payments sector pioneer. He has collected over 20 prestigious awards during his career. Stonehill College recently made Dangelmaier a Beta Gamma Sigma academic honor society member. He also teaches classes to encourage the next generation of Fintech leaders at multiple institutions including Stonehill, and others such as Brandeis, Babson, Harvard, Santa Clara University, and University of Illinois.

Elsewhere, the Boston Business Journal named him their Innovator of the Year. He has also received widespread acclaim following recognition from initiatives like the Ernst & Young Entrepreneur of The Year Award, of which he is a 2x finalist.

Charitable Involvement

Boston-based entrepreneur Dangelmaier proudly supports a myriad of charities, nonprofit organizations, and other causes. These include Stonehill College and Habitat for Humanity.

The philanthropic entrepreneur has also contributed toward golf scholarships and routinely supports various inner-city charities in Boston.

Personal Life & Interests



Ralph Dangelmaier

Specializes in product innovation, go-to-market strategy, and customer success.

Away from his work and charitable endeavors, Dangelmaier revels in various long-held hobbies and other interests. Chief among these hobbies and interests are golf, tennis, travel, and wine. Wine lover Ralph has established a wine label known as Patriot.

The Boston area CEO resides in Weston, Massachusetts, around 30 minutes from the heart of the Commonwealth of Massachusetts' capital and most populous city.