

Meet the Billhighway Executive Team

Vincent Thomas, CEO



“Get your mind right.”

Vincent Thomas, founder and CEO of Billhighway, leads strategic direction and initiatives as well as overall management for Billhighway. Vince developed Billhighway twelve years ago on a college campus as a simple way to manage finances among roommates. Since then, the company has grown to become the pioneer and leader in Financial Performance Optimization for member and donor based groups, providing a web-based technology platform that helps organizations enjoy improved financial health, operate more efficiently, and reduce the risk of fraud.

In 2011, Vince was named Ernst & Young Entrepreneur Of The Year[®], an award that recognizes entrepreneurs who inspire others with their vision, leadership and achievement while building successful, growing and dynamic businesses, as well as being honored with the Crain’s Detroit 40 Under 40 Award. Vince has led Billhighway in obtaining a Michigan Economic Development Corporation Mega Award for tax credits in the amount of \$1.1 million. Under his direction, Billhighway has also been recognized as one of the “101 Best and Brightest Companies to Work For” in 2010 and a “Michigan 50 Companies to Watch” in 2009.

Over the past several years, Vince has invested his time and resources in a number of startups and emerging companies in the local area. He currently sits on the EMU College of Business Advisory Board, Corp! Magazine Advisory Board and is a member of the ASAE and the Center for Association Leadership, the Michigan Society for Association Executives and the Association of Fraternity/Sororities Advisors. Vince earned his bachelor’s degree in Finance from Eastern Michigan University where he played baseball for 4 years.

Aaron Schmid, CPA, Chief Product Officer



“All luck is... is when hard work and preparation meets opportunity.”

Aaron Schmid leads the product and technical development of the Billhighway financial technology platform. In this role, Aaron orchestrates the creation of product features, the product roadmap, and the iteration and release schedule. As a result of his extensive systems, business process and project management experience, Aaron also has a key role in implementation efforts with all new Clients. As a CPA, Aaron has leveraged his accounting expertise in the development of the Billhighway platform as a GAAP compliant accounting system of record.

Aaron was previously a management consultant for Deloitte Consulting. In this role, he acted as a lead practitioner in seven full-scale ERP implementations, specializing in the financial management suites of major ERP vendors, such as PeopleSoft. As a major component of each engagement, Aaron assisted his clients through “best practice” financial transformation and business process reengineering efforts. His clients included organizations such as American Express, Bear Sterns, Alticor, BorgWarner and USFilter.

Aaron is a graduate of Michigan State University with a bachelor of accounting, and an MBA in finance and information systems.

Steven J. Robert, MCSD, MCSE+I, Chief Information Officer



“It’s not about making the right decision but making the decision right.”

Steven Robert uses his extensive systems experience to identify and implement innovative new solutions for the Billhighway technology platform. He has responsibility for the overall technical infrastructure, included system architecture and scalability, and has led the organization through rapid growth with no impact on technical service levels. Steven has helped introduce the “shared bill management” concept and technology to the market through patent-pending Billhighway products, and has been at the forefront of every major technology initiative in the company. Prior to his role as CIO, Steven led the operations, services, offshore and development departments.

He previously served as a Software Developer at Ceridian Corporation, a Fortune 500 company specializing in payroll, tax processing, benefits administration and human resource information systems. There he architected key aspects of their next-generation HR portal as well as helped large corporations such as DTE, TRW and Compuware in leveraging document and process workflow through the use of Internet technologies. He also served in the new business development group of Great Lakes Strategies, a Michigan Future 50 company prior to their acquisition by Ceridian Corporation. Steve is self-taught, a valuable skill in the diverse and ever-changing world of technology.

John Schelske, Chief Operations Officer



“There’s got to be a better way.”

Joining Billhighway in 2011 as COO, John is responsible for all operational departments including, client accounting, client relations, client care, and human resources. John brings years of extensive experience to Billhighway, which includes time as an operations improvement and information technology consultant, an information technology director for an engineering contractor, and an executive-level resource for a packaged software vendor. Additionally, he spent a major part of his career with Deloitte, where he was a partner in their consulting practice.

John has invested his time and resources in the community. He has been a member of the Board of Directors, and served as Treasurer at the Birmingham Athletic Club. He has served on various committees at Holy Name Church, and was a member of the business advisory board for Kettering University.

John earned his Bachelor’s degree in Economics from Kalamazoo College and a Master’s degree in Business from the University of Michigan.

Michelle Lange, Chief Marketing Officer



“Believes in doing well, by doing good.”

As Chief Marketing Officer for Billhighway, Michelle leads all brand building strategy and initiatives. She is a proven business leader, marketing professional and entrepreneur, growing brands and businesses in transportation, education, non-profits, services, and packaged goods.

Prior to Billhighway, Michelle was the founder and director of The Walsh Institute, focused on accelerating growth in Michigan through education, collaboration, innovation and entrepreneurship. A high value accomplishment was securing a multi-year investment from the Blackstone Foundation and launching Blackstone LaunchPad to great success. She has worked with clients ranging from Michigan-based companies to global entities such as General Motors, Louis Vuitton-Moët Hennessey, and ConAgra. As the founder of SilverTree, she helped non-profits and local businesses identify and realize their growth opportunities. While at General Motors, Michelle launched Chevrolet midsize cars out retailing Ford, a historical first, with \$5.5 billion in yearly sales.

Additionally Michelle is an adjunct professor at Walsh College teaching graduate level marketing and consumer behavior. She earned her Master’s in Communications and Bachelors in Business from Michigan State University.

Michelle also speaks regularly at conferences nationally and has been recognized by Advertising Age and BrandWeek as a top marketer in the U.S. An active member and leader in community and education related nonprofits, she believes in doing well by doing good.