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SUMMARY

Executive-innovator-educator-entrepreneur. Acknowledged leader in value creation through entrepreneurship/intrapreneurship with extensive startup, big company and higher ed experience. Considerable expertise in raising venture capital, strategic partnerships and go-to-market strategies. Proven record as a founder in multiple industries with roles in enterprise sales, business development, channel management, event marketing/evangelism and engineering at IBM and Microsoft. Skilled public speaker, writer and dealmaker. Teach, advise and coach for master's program in tech entrepreneurship and innovation at Notre Dame.

MAJOR ACCOMPLISHMENTS

- Member, National Advisory Council on Innovation & Entrepreneurship (NACIE). Administered by the Economic Development Admin. Invited by U.S. Secretary of Commerce Gina Raimondo to two-year post.
- Co-founder and president of Advanced Diamond Technologies, Inc. based on technology from the U.S. Dept. of Energy. Named 2007 Technology Pioneer by the World Economic Forum. Company was acquired by a unit of Smiths Group plc in 2019.
- Built undergraduate entrepreneurship program at **Michigan State University** to a Top 25 ranking (in the *Princeton Review*) in 2 ½ years with over 750 students participating.
- CEO of **Moving Parts LLC**, a profitable small business that made puzzles and brain games.
- Twice provided witness testimony for U.S. House of Representatives Committee on Science and Technology, Subcommittee on Research & Science Education.
- Initiated, negotiated and closed \$25 million equity investment in internet incubator for **Microsoft**.
- Developed and implemented innovative expansion of **IBM**'s Business Partner program. Became model for the IT industry. Member of **IBM**'s Golden Circle. President's Award.

EXPERIENCE

University of Notre Dame
 Director, ESTEEM Capstone Thesis/Projects, Asst. Teaching Professor
 2021-present
 In charge of curriculum and advising for experiential master's program in tech commercialization that prepares students to assume leadership roles at the intersection of business and innovation as founders or intrapreneurs. Ranked #14 in 2024 by *Princeton Review*. In university's IDEA Center, teach classes in venture capital and basic entrepreneurship. 18 thesis advisees. Frequent lecturer, mentor and coach.

Michigan State University Director of Undergraduate Entrepreneurship and Instructor

2015-2021

Conceived, developed and launched first cross-campus, inter-disciplinary program for over 750 entrepreneurship students. Named a Top 25 program by the *Princeton Review* in 2018 and a Top 20 program in 2019. Taught and developed courses in entrepreneurship, innovation and blockchain.

• Illinois Partners, LLC, President Founder of consulting firm specializing in technology commercialization, interim executive assignments, coaching/mentoring, board and advisory positions. Presently all part-time roles. Projects include:

- Advisor to blockchain startup in Detroit (2021-2023).
- Co-founder of Adaxius, startup developing advanced carbon composites (2021-2024).
- Innovation Expert in Residence at University of Illinois Research Park (2020-2021).
- CEO of Moving Parts LLC, designer/maker of brain games sold at retail. (2014-2020).
- Entrepreneur in Residence at Energy Foundry (2014-2019).
- Advisor to Wearifi, Inc., an innovative startup in the wearable space (2015-present).
- Advisor to NeuroLux, an innovative neuroscience/optogenetics startup (2015-present).
- Entrepreneur in Residence and Consultant at Northern Illinois University (2011-2014).
- Project Manager for Rev3, an incubator/innovation center in suburban Chicago (2013-2014).
- Consultant to Gas Technology Institute; commercialization of large energy storage. (2013-2014).

• **Founding CEO**, GlucoSentient, Inc., a point-of-care medical device company. First recipient of NSF Innovation Corps grant and Phase I and II SBIRs. University of Illinois spinout (2011-2013).

- Consultant to Saint Louis Univ on system for detecting severe weather-related events (2012).
- Advisor to KWJ Engineering. Silicon Valley developer of miniature gas sensors (2011-2014).
- Consultant to the Illinois Science and Technology Coalition. Wrote position paper on growing nanotechnology economy in Illinois and business plan for the Illinois Manufacturing Laboratory (2011-2013).
- **Entrepreneur in Residence**, Illinois Ventures, LLC. Interim executive working with academic faculty founders to create startup businesses based on university technology (2004-2006).
- **Founding CEO** of SolarBridge Technologies (fka SmartSpark Energy Systems), a power electronics/photovoltaic company (2004-2006).
- Advisor to Semprius, Inc. a pioneer in flexible electronics (2004-2005).
- Co-Executive Director of the Illinois Technology Enterprise Center at Argonne, a joint venture between the State of Illinois' Dept. of Commerce and Economic Opportunity, the University of Chicago and Argonne National Laboratory (U.S. Department of Energy). Formed companies based on Argonne technology. Mentored scientists in technology commercialization (2002-2003).
- Due diligence of Kleiner Perkins-backed Silicon Valley Internet audience tracking company (2001).
- Commercialization assessment of text-based search engine for The University of Chicago (2001).
- Developed strategy and pitch that enabled client to win \$170,000+ contract with Oracle (2001).
- Advanced Diamond Technologies, Inc., Romeoville, IL President, CEO, Board Member and Co-founder

2002-2011

Leader in the application of diamond thin-film technology. Spinoff from Argonne National Lab (U.S. Dept. of Energy). 2007 Technology Pioneer by the World Economic Forum. Twice attended meeting in Davos, Switzerland. Runner-up, *Wall St. Journal's* Technology Innovation Award. Excellence in Entrepreneurship award from National Science Foundation. Named to "Best Startups in America" in 2010. Raised \$12 million in equity and \$9 million in govt contracts. Company was acquired by a unit of Smiths Group plc in 2019.

• Microsoft Corporation, Chicago

1997-2000

• Regional Business Development Manager 1999-2000 Midwest mgr of national team focused on e-commerce and application service providers (SaaS).

TechNet Program Manager
 1998-1999

 Launched TechNet, a marketing outreach/technical evangelism program for IT professionals.
 Achieved 135% of targeted attendance at 10% under budget. 43,000 IT professionals attended seminars. Managed over 250 events during FY99. Winner of branch manager award.

Internet Channel Account Executive
 1997-1998

 Recruited and managed web developers, ISPs and media companies in partnering programs to secure market share during the "browser wars".

• Various, Chicago

1993-1997

- Chief Operating Officer for a dotcom.
- Founder and of a B2B exchange in foodservice. Raised seed capital from Heinz and Nabisco.
- Founder of manufacturer and distributor of gourmet barbecue sauce.
 - ---Year abroad in Australia and Japan completing MBA---

1991-1992

- International Business Machines Corporation (IBM)
 - Marketing Representative, Chicago and Rolling Meadows, IL
 Closed \$4.5 million in sales of hardware and software for three enterprise accounts. Generated
 \$2 million in competitive wins in disk storage and client/server database areas. Managed IBM's largest business partner. Numerous sales awards including Golden Circle and President's Award.
 - Manufacturing Engineer, San Jose, CA
 Designed electromechanical tooling for robotics system to automate the assembly of disk drives.

EDUCATION

The University of Chicago

Evening Program, 1991

MBA with concentrations in Financial Management and Policy Studies. Dean's List. Year abroad.

- **Institute for International Studies and Training**: Scholarship awarded by Japan's external trade organization (JETRO) to international management program, Fujinomiya, Japan.
- Australian Graduate School of Management: At the University of New South Wales, Sydney.

University of Illinois at Urbana-Champaign

1985

B.S. Mechanical Engineering, High Honors, Dean's List. Paid 100% of tuition with merit scholarships.

PROFESSIONAL ACTIVITIES AND CERTIFICATIONS

Advisory

- o Member, National Advisory Council on Innovation & Entrepreneurship (NACIE), 2022-24.
- o Mentor at the Founder Institute, 2014-present
- Reviewer for the National Science Foundation's SBIR/STTR program and National Institutes of Health Research Evaluation and Commercialization Hub (REACH) Awards.
- o Member of the Illinois Innovation Council (2011-2014) appointed by Governor Pat Quinn.
- Member of the due diligence team of the Invest Illinois Venture Fund Program (2011-2013).
- o Advisory board member of Illinois Nanotechnology Collaborative (2011-present).
- o Mentor/coach on Lean Startups at Illinois Institute of Technology (2013).
- Member of Industry Advisory Board of Nanotech Employment, Education and Economic Development Initiative (2013-2015).
- Reviewer for National Resource Council of the National Academies Symposium Proceedings Building the Illinois Innovation Economy (2013).
- o Lecturer and mentor at the Founder Institute (2012-present).
- o Judge for Chicago Booth School of Business New Venture Challenge (2012-2015).
- o Mentor for the National Science Foundation's Innovation Corps (2011).
- Advisory board member of the Chicagoland Entrepreneurial Center (2009-2010).
- Certificate from VC University (2019).
- Contributor: To Forbes.com on topics related to entrepreneurship and technology commercialization.
- **Blogger**: On entrepreneurship at www.illinoispartners.com/blog.
- Co-author: The Innovator's Secret Formula.
- Assistant Instructor: The Dale Carnegie Course in Effective Speaking and Human Relations.
- Online certifications
 - Bitcoin and Cryptocurrencies (on edX)
 - Blockchain: Understanding Its Uses and Implications (on edX)
 - o Al For Everyone by deeplearning.ai (on Coursera)
- Improvisational Acting: Six years of experience; Second City training.
- Extensive travel: Africa, Asia, Australia and Europe. Climbed Mt. Kilimanjaro.

TEACHING

- University of Notre Dame, South Bend, Indiana
 - Capstone advisor to 18 students in STEM-entrepreneurship program (2021-present).
 - Developed and taught Funding New Ventures course, 2022-present.
 - Teach capstone course, 2021-present.
 - Frequent lecturer on a variety of entrepreneurship and tech transfer topics.
- Michigan State University, East Lansing, Michigan
 - o Taught: *The Art of Starting* (aka "Entrepreneurship 101"), 2017-2021.
 - Taught Executive MBA: Entrepreneurship and Innovation of Products and Services. 2019-2021.
 - Conceived, created and taught: Blockchain: Foundations and Applications, 2018-2021.
 - Taught Entrepreneurial Mindset, 2020.
 - Conceived and taught: Starting and Running Business, 2020.
 - o Taught: Venture Launch, 2020.

PRESENTATIONS AND PUBLICATIONS

Presentations

 May 2023—Faculty on "Ask an Expert" session on Amazon Small Business Academy. Topic: "How do I hire my team?" Online.

- March 2023 and May 2022—Virtual Public Health Entrepreneurship Series invited speaker on funding new ventures. Center for Advanced Technology and Communication in Health (CATCH) at City University of New York (CUNY) School of Public Health.
- October 2022—Presentation at the Global Consortium of Entrepreneurship Centers (GCEC) annual conference in Las Vegas about the University of Notre Dame's IDEA Center.
- September 2021—Presentation at techstars Startup Week Louisville on "Cash Flow Basics—The Lifeblood of any Business", virtual.
- June 2021—Presentation at Leading Entrepreneurs of the World Conference on The Innovator's Secret Formula: Innovation, Disruption & Market Leadership in Consumer Products, virtual.
- June 2021—Panelist at Deshpande Symposium for Innovation and Entrepreneurship in Higher Ed, Session title: Faculty and Student-led Startups, virtual.
- April 2021—Judge for SelectUSA business plan competition sponsored by U.S. Commercial Service in South Africa as a prelude to annual Washington-based SelectUSA investment summit, virtual.
- March 2021—"Starting a Business Based on University Technology" for Michigan Academy of Sciences, Arts & Letters, virtual.
- June 2020—"Blockchain and Its Implications" for State Association of Accountants, Auditors, and Business Administrators (SAAABA), Lansing, MI.
- June 2020—"The Innovator's Secret Formula" webinar sponsored by University of Illinois Research Park.
- May 2020—"The Innovator's Secret Formula" webinar sponsored by Altimetrik Collider Detroit.
- January 2020— "Blockchain Today" global webinar sponsored by CogentIBS.
- June 2019— "Raising Money from Friends & Family" talk at Detroit Startup Week, Detroit, MI.
- May 2019— "Parallels Between the Rise of the Internet and Blockchain" talk at Michigan Ethereum Meetup, Ypsilanti, MI.
- February 2019—Presentation to DemoCamp about launch of The X-Cube, Lansing, MI.
- October 2018— "Undergraduate Entrepreneurship: From Zero to 500 in Two Years" talk at Global Consortium of Entrepreneurship Centers (GCEC) Conference, Chicago, IL.
- September 2018— "Creating a Culture of Entrepreneurship on Campus" interview on Michigan Business Network, http://www.michiganbusinessnetwork.com/blog/creating-a-culture-of-entrepreneurship-on-campus
- September 2018—Moderator of panel on entrepreneurship at "Israel at 70: Complexity, Challenge and Creativity" Conference, Michigan State University, East Lansing, MI.
- March 2018— "Undergraduate Entrepreneurship: From Zero to 500 in Two Years" talk at VentureWell OPEN, Austin, TX.
- April 2017— "Beyond the Classroom Trep Talk" interview on Michigan Business Network, http://www.michiganbusinessnetwork.com/blog/beyond-the-classroom
- April 2017—Invited keynote at the Michigan China Forum sponsored by the Broad China Business Society, East Lansing, MI.
- April 2014—Invited participant in National Science Foundation workshop on Cultivating Entrepreneurship Networks, Arlington, VA.
- April 2014— "Startups, Leadership and Transition," presentation at MBA Colloquium Executive Lecture Series, Northern Illinois University, Naperville, Illinois.
- May 2013—National expert panel member, Lab-to-Market Inter-Agency Summit, White House Conference Center, Washington, DC.

 July 2012—Witness for U.S. House of Representatives Committee on Science, Space and Technology, Subcommittee on Research & Science Education Field Hearing. Panel topic: Innovation Corps: A Review of a New National Science Foundation Program to Leverage Research Investments, Chicago, IL.

- June 2012—Speaker at TechConnect in Santa Clara, CA on recycling plastics.
- March 2012—Invited speaker at the Science Means Innovation event on Capitol Hill. Sponsored by the National Science Foundation, Washington, DC.
- February 2012—Guest lecturer in entrepreneurship class at Kellogg School of Management, Evanston, IL
- December 2011—Invited speaker at University of Illinois Professional Science Master's Industry Seminar: Science Entrepreneurs—Business Creation Intersecting Science + Business.
- November 2011—Guest Lecturer at University of Illinois Series: Lectures in Technology Entrepreneurship.
- November 2011—Invited speaker at University of Chicago Booth School of Business, Polsky Center for Entrepreneurship Innovation Workshop Series titled What Starts Here Changes the World.
- November 2011—Guest lecturer on entrepreneurial finance, MBA class at DePaul University, Chicago, IL
- October 2011—Panelist at a function titled "Becoming an Entrepreneur" hosted by the Illinois Chamber of Commerce and MidAmerica Club, Chicago, IL
- October 2011—Presentation titled "From Lab to Market" to the University of Chicago Booth School of Business Entrepreneurial Roundtable, Naperville, IL
- October 2011—Presentation on "Beyond Company Formation" at the incubator at the Research Park at the University of Illinois, Champaign, IL
- September 2011—Lecture on "Startups, Leadership and Transition" at the University of Notre Dame, South Bend, IN
- June 2011—Presentation on technology commercialization at the TAPPI (Technical Association of the Pulp and Paper Industry) International Conference on Nano for Renewable Materials, Washington, DC.
- April 2011—Lecture on entrepreneurship and start-up company formation, Kellogg Graduate School of Management, Evanston, IL
- September 2010—Keynote speaker on technology commercialization at Economic Development Club of Chicago.
- June 2010—Witness for U.S. House of Representatives Committee on Science and Technology, Subcommittee on Research & Science Education. Panel topic: From the Lab Bench to the Marketplace: Improving Technology Transfer, Washington, D.C.
- May 2010—Lecture on entrepreneurship and start-up company formation, Kellogg Graduate School of Management, Evanston, IL
- November 2009—Presentation on medical device applications of diamond at MidAmerica Healthcare Venture Forum, Madison, WI.
- November 2009—Panelist for The Illinois Coalition for Manufacturing Innovation: Access to Capital and Innovation in a Challenging Economy, Palatine, IL
- April 2009—Panelist for NanoNow: An Illinois Science & Technology Leadership Forum, Chicago, IL
- April 2009—Presentation on Advanced Diamond Technologies at InvestMidwest, Kansas City, MO.
- August 2008—Panelist for Tech Insiders Summit, Chicago, IL.
- May 2008—Presentation on Advanced Diamond Technologies at Michigan Growth Capital Symposium, Ypsilanti, MI.
- March 2008—Presentation on Advanced Diamond Technologies at World's Best Technologies, Dallas, TX.
- February 2008—Presentation on technology transfer at Economic Development Club of Chicago.
- February 2008—Presentation on Advanced Diamond Technologies at InvestMidwest, St. Louis, MO.
- February 2008—Advanced Materials Panel at IBF Nanotech Forum, Palm Springs, CA.
- November 2007—Distinguished Speaker at Collegiate Entrepreneurs' Organization conference at McCormick Place. Subject: Starting a Technology Venture, Chicago, IL.
- July 2007—Speaker on diamond wafers for MEMS at SEMICON West, San Francisco, CA.

- May 2007—Panelist on technology commercialization at Nanotech 2007, Santa Clara, CA.
- April 2007—Featured speaker on startup companies at Economic Development Club of Chicago.
- October 2006—Speaker on Advanced Diamond Technologies at Dow Jones Emerging Ventures conference, San Jose, CA.
- September 2006—Speaker on technology commercialization at "Commercialization of Nanomaterials" conference, Pittsburgh, PA.
- June 2006—Presentation on tech transfer and startup formation to group of academics, business development people and investors, Charlottetown, Prince Edward Island, Canada.
- June 2006—Finalist in Innovate Illinois, regional competition on innovation, Chicago, IL.
- May 2006—Presentation on using diamond to enhance lifetimes of mechanical seals, National Science Foundation Phase II Grantees Conference, Louisville, KY.
- April 2006—Keynote presentation (shared with Boeing) at Intertech, triennial industrial diamond conference, Atlanta, GA.
- February 2006—Invited presentation to SME (Society of Manufacturing Engineers) on diamond technology, Decatur, IL.
- October 2005—Panel presentation on tech transfer to economic development ministers from Atlantic Canada, Chicago, IL.
- June 2005—Invited presentation on Entrepreneurism, Academy for Entrepreneurial Leadership, College of Business, University of Illinois, Champaign, IL
- June 2005—Invited presentation on Technology Transfer to Dept. of Energy Industrial Technology Program Conference, Chicago, IL
- May 2005—Presentation on startup company formation at Applied Diamond Conference, Argonne, IL
- May 2005—Invited presentation on Advanced Diamond Technologies at Nanotech 2005, Anaheim, CA
- February 2005—Invited presentation on Advanced Diamond Technologies at Nanotech 2005, Tokyo.
- February 2005—Invited presentation on Advanced Diamond Technologies at PitchFest, part of Nanotech Investing Forum, Palm Springs, CA.
- November 2004—Presentation on SmartSpark Energy Systems at Energy Venture Fair, San Jose, CA.
- October 2004—Presentation on Advanced Diamond Technologies at NanoCommerce 2004, Chicago.
- December 2003—Presentation of NanoSi, Inc. at Tech Transfer Fair of NanoCommerce 2003, Chicago.
- December 2003— "Assessing Intellectual Property Risks and Opportunities in Mergers, Acquisitions and Venture Investments," NanoCommerce 2003 Conference, Chicago.
- October 2003—Presentation on Advanced Diamond Technologies, Inc., Nanotechnology Venture Fair, San Diego, CA.
- October 2003— "Do you want to be rich or famous?" Invited presentation at Nanomaterials Crossroads Conference, Montreal.
- September 2003— "Do you want to be rich or famous?" Keynote speech at World Nano-Economic Congress, Washington, D.C.
- June 2003—Panelist on tech transfer at Michigan Growth Capital Symposium, Ann Arbor, Michigan.
- June 2003— "Assessing Intellectual Property Risks and Opportunities in Mergers, Acquisitions and Venture Investments," Nanomaterials IP Landscape Conference, Chicago.
- February 2003—Presentation to Argonne National Laboratory Board of Governors on technology commercialization. Argonne, IL.
- November 2002—Presentation of Advanced Diamond Technologies, Civic Committee of the Economic Club of Chicago, Chicago.
- October 2002—Panelist, Nanotechnology Business Roadmap for Industry Conference, Chicago.
- October 2002—Presentation on Advanced Diamond Technologies, VentureOne Conference, Boston.
- September 2002—Presentation of Advanced Diamond Technologies, Inc., Nanotechnology Venture Fair, La Jolla, CA. Voted "Most Promising Company".
- September 2002— "A Framework for Technology Commercialization," COMS2002, Ypsilanti, Michigan.

- June 2002—Presentation to Chicago Manufacturing Center on startups. Chicago.
- May 2002—Panelist, Angel Investing Seminar, World President's Organization, Chicago.
- April 1999—Moderator and organizer of Microsoft's Digital Strategy Executive Series. Introduced Bill Gates as featured speaker. Chicago, IL.
- September 1998 to June 1999—Keynote presentations at Microsoft TechNet events in Illinois, Indiana and Wisconsin. Co-presentation with Steve Ballmer, September 1998.

Publications

- May 2020—The Innovator's Secret Formula for innovation, disruption and market leadership (co-author).
- June 2019—"Ready to Plow Your Hard-Earned Startup Cash Into Someone Else's Company? Do These 4
 Things First", quoted in article in Inc. Magazine.
- April 2014— "Solar Energy Is Heating Up Tech -- Even When The Sun Goes Down" guest contributor on Forbes.com.
- June 2012— "Illinois Nanotechnology Report: A Road Map for Economic Development". Later summarized in IEEE Nanotechnology (December 2012).
- June 2011—Featured on "Made in Chicago" segment on WBBM NewsRadio 78 in Chicago.
- October 2007—Perfecting Nature's Perfect Material, cover story in Ceramic Industry Magazine.
- June 2006—How We Got the Money, featured article in Innovation: American's Journal of Technology Commercialization.
- October 2005—Characterization of Low-Temperature Ultrananocrystalline Diamond RF MEMS Resonators, Proceedings of the European Microwave Conference.
- August 2004— "Entrepreneur in Residence" Featured in Champaign News-Gazette, August 1.
- March 2004—Guest columnist "Rich or Famous: You Choose" in Physics World magazine.
- October 2003— "He knows the ingredients in tech transfer," Featured in article in Chicago Sun-Times.
- April 2003—Quoted in article on nanotechnology, "The Next Material World" in IndustryWeek Magazine.
- June 2002—Quoted in "Baxter, Northwestern enter agreement for nanotech research" in ePrairie.
- April 2002—Quoted in "NanoInk secures \$3 million" in ePrairie.
- April 2002—Featured columnist on ePrairie, "Crackpot or visionary? You make the call."
- March 2002—Featured columnist on ePrairie, "The Next Big Thing: Small technology."

Awards

- November 2022—University of Notre Dame graduate entrepreneurship program ranked #15 by the *Princeton Review*.
- June 2022—Appointed by U.S. Secretary of Commerce Gina Raimondo to the National Advisory Council
 on Innovation & Entrepreneurship (NACIE).
- November 2018—Michigan State University undergraduate entrepreneurship program named a Top 25 program by the *Princeton Review*.
- September 2011—Asked by Governor Pat Quinn to serve on the Illinois Innovation Council
- May 2011—Appointed to advisory board of the Illinois Nanotechnology Collaborative
- August 2010—Appointed to Chicago Mayor Richard M. Daley's Committee on Technology Infrastructure
- July 2010—Named one of the "Best Startups in America" by Robert X. Cringley.
- February 2009—Named "Mover & Shaker" by Frost & Sullivan
- October 2008—IC Industry Award in the Enabling Materials category from EuroAsia Semiconductor Magazine.
- August 2008—Entrepreneurial Excellence Early Stage Award from The Business Ledger
- July 2008—R&D 100 Award for Mechanical Seals
- November 2007—Small Times Magazine Best of Small Tech Awards Finalist
- May 2007—Excellence in Entrepreneurship by National Science Foundation

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- April 2007—ADT visited by U.S. Secretary of Energy Samuel W. Bodman
- December 2006—Named 2007 Technology Pioneer by World Economic Forum. Went to Davos.
- October 2006—Recipient of Frost & Sullivan's 2006 Product Innovation of the Year Award.
- September 2006—Runner-up in materials category in *Wall St. Journal's* Technology Innovation Award.
- June 2006—Nano 50 Award winner, named by Nanotech Briefs Magazine.
- Inventor on U.S. patent number 8,232,559.