

Paul S. Jacobs

Paul@jaketech.com
home: (202) 955-3020
mobile: (703) 307-0467

27 Logan Circle NW #14
Washington DC 20005

Education

Ph.D. in Computer Science
S.M. in Applied Mathematics
A.B. in Applied Mathematics

University of California at Berkeley (1985)
Harvard University (1981)
Harvard University (1981)

Work History

Founder and President, Jake Technologies, Inc. (7/02 - 4/19)

- Founded technology services company focused on strategic technology development, product evaluation, and advising corporate counsel and law firms on issues related to intellectual property. Serve as expert consultant in patent litigation, research, and related matters.
- Appointed by the office of the Secretary of Commerce to the Patent Public Advisory Committee, advising the Under Secretary and Director of the U.S.. Patent and Trademark Office from 2012 – 2015.
- After 2019, continued as an independent consultant

Chief Technology Officer, Primus Knowledge Solutions, Inc. (6/01 – 7/02)

- Played senior executive role in integration of AnswerLogic into Primus, a publicly-held CRM software company focusing on knowledge capture and delivery in support center and web self-service applications.
- As CTO, responsible for technology “evangelism” both inside of and outside of Primus, including articulating company strategy and vision to analysts, customers, and prospects and working with product and product management teams.

President, Chief Operating Officer, and Chief Technology Officer, AnswerLogic, Inc. (10/99 – 5/01)

- Joined start-up at close of Series A financing, led through Series B financing and initial product launch and made sale of company to Primus Knowledge Solutions.
- Led technology and general management of over 90 employees, including over 50 linguists and over 30 engineers. Only senior executive retained after Primus acquired AnswerLogic.

Managing Vice President, Electronic Commerce, SRA International (9/98 – 10/99)

- Managed NetOwl product line and related IsoQuest technologies for parent company; SRA derived over \$10 million in product licenses and millions more in associated services from NetOwl and related products, with over 100 customers. SRA, which soon went public, was ranked in Business Week’s Top 20 Private IT firms in 1999, cited for e-mail software based on NetOwl.

President and Chief Executive Officer, IsoQuest, Inc. (7/96 – 9/98)

- Founded and led advanced Internet-focused knowledge management software company, backed by SRA International. IsoQuest’s main product, NetOwl, became the leading engine for automatic information extraction as well as forming the basis for the parent company’s product offering. In 1998, with IsoQuest at break-even, SRA re-integrated the subsidiary for strategic reasons.
- Responsible for all major financial, strategy, staffing and management decisions

- Conceived product strategy, launched and sold over \$2 million of new product (NetOwl) to 20 clients in first two years; brought company to break-even.
- Personally guided marketing, sales, and product management until executives in each area were hired.
- Landed major accounts, including Thomson Corporation, Knight Ridder, Bloomberg, Lexis/Nexis, Disclosure, NewsEdge, and Infoseek.

Director of Product Marketing, SRA International (7/95 – 6/96)

- Led launch of (\$200M) consulting firm's first software product (NameTag)
- Developed strategic marketing, branding, product management, and marketing communications programs, hired and managed agencies and contractors and led product marketing initiatives
- Successfully presented business plan and laid groundwork for formation of new company (IsoQuest)

Director of Media Information Technologies, SRA International (8/94 – 6/95)

- Developed and implemented long-range technology transfer plan
- Supported SRA business units (media, intelligence, others) in new initiatives and major sales opportunities
- Led search engine re-design and deployment for new venture (Picture Network International)

Computer Scientist, GE Corporate Research and Development (8/85-8/94)

- Led GE's initiatives in natural language text processing. Built world's leading team in automatic information extraction from free text. Received numerous management awards. Whitney Gallery of Technical Achievers
- Principal investigator for four years in U.S. government's Tipster program (Tipster was cited with the "Hammer" award as a national reinvention laboratory)
- Proposed, won, and deployed advanced text management projects in GE Information Services, Aircraft Engines, Aerospace, Capital Services, and external contracts with ARPA and other agencies.
- Completed GE Technical Management Course
- Spent one year as Visiting Associate Professor at University of Pennsylvania (Computer and Information Sciences, Institute for Research in Cognitive Science)
- Consulted with Infonautics, Inc. (start-up in Wayne, PA) – helped map out initial business plan and technical approach to Homework Helper, their first product.

Professional Activities

Author of over 50 published journal articles and technical papers. Holder of two U.S. Patents.

Author of *Text-Based Intelligent Systems* (Lawrence Erlbaum Associates, 1992).

Adjunct Professor, College of Information Studies (iSchool), University of Maryland. Taught Information Architecture, IT and Organizational Context. Delivered 2008 commencement address.

Member of Patent Public Advisory Committee (PPAC), US Dept. of Commerce, 2012-2015

Member of USACM, USTPC (Technology Policy Committee of Major Computer Trade Association)

Member of Intellectual Property Committee of the USACM/USTPC

Executive Committee, Association for Computational Linguistics, 1997-9

Other Activities

Accomplished skier, distance runner. Iron Man Triathlete. Winner, Golden Gate Marathon, 1983, 1984. Enjoy exotic travel, adventure sports, hiking with my family.