JASON A. JANÉT, Ph.D.

Education

- Ph.D. Electrical & Computer Engineering, North Carolina State University, 1998
- M.S. Integrated Manufacturing Systems Engineering, North Carolina State University, 1994
- B.S. Mechanical Engineering, University of Virginia, 1990

Employment History

Applied Research Associates (ARA): 2018 - present

- **Corporate Director of IP and Product Commercialization (IP to Product—IP2P) | CTO-SSM:** Corporate/Business development, Intellectual Property Portfolio Build-out/Protection, and IP Transition to Product. Evaluate, quantify, present and recommend portfolios of IP, product lines and ventures on the basis of competitive landscapes, addressable markets, sales strategy, resource availability and technology readiness. Design, propose and mentor organizational structure(s), including cross-department and cross-sector relationships. Relevant technologies include medical technologies, augmented reality, non-GPS, synthetic environments, computer vision, machine intelligence, IoT sensors, robotics, automation, security, photogrammetry, weapons systems, unmanned systems, SaaS, BioTech, and precision agriculture for multiple market domains. Clearance Level: TOP SECRET & SCI.

DeltaFive: 2014 - 2018

- **CEO & Co-Founder:** Lead corporate, business, IP and technical development for spinout focused on IoT sensors, computer vision, machine intelligence, mobile robots, SaaS, and Lure Formulation for hospitality, pest, IT, and security markets. Strategic and tactical direction for sales, marketing and client services teams.
- **Inventor**: Three awarded patents (USPTO) and patents pending.
- **Board of Directors:** Serve on and report to Board of Directors, and chair the Technical Advisory Board.
- **See www.**deltafive.com**,** https://jgc.outgrow.us/deltafive or www.youtube.com/watch?v=LoQe6_Lxprs.

Transdigm [TDG] (Avionic Instruments | Acme Aerospace | Aerospace Cooling Solutions): 2002 – 2004, 2013 - 2014

- **VP/Director of Development** (2002-2004), **VP/Director of Sales, Program Management** (2013-2014). See www.transdigm.com, www.avionicinstruments.com, www.acme-aero.com, or www.aerospacecoolingsolutions.com.
    - Manage multiple product lines and cross-functional teams including product line managers (PLMs), account managers, inside sales, international sales, marketing, repair, engineers, technicians, distributors, legal, IP and rep organizations. (270 employees)
    - P&L, strategy, reporting, and forecasting for ~$105M/yr, 50% EBITDA, and 10% YOY growth.
    - Product lines comprised ~600 SKUs for advanced aerospace systems.
    - Epicor ERP for standard resource planning, including inventory optimization and workflow.
    - Change-Agent: Sikorsky S97/JMR programs and supply chain for Aerospace Cooling Solutions.
    - Incubation, launch, growth and exits for **ShelfWorks**, **VortexHC** and **RxMedic** (below).
- **Programs:**
    - **S97 Raider Light Tactical Helicopter –** Autonomy, power distribution and electrical system (PDES) for the Sikorsky S97 LTH, including FAA-compliant software development per DO-178B. (2013 – 2014) See http://www.youtube.com/watch?v=qy-Xb3X-bC0.
    - **Joint Multi-Role (JMR) Helicopter –** Leveraging S97, JMR employs a scaled-up level of autonomy/PDES for Sikorsky-Boeing team, under U.S. Army funding. (2014)
    - **Blue Fans –** Aerospace Cooling Solutions supply chain optimization. (2013 – 2014)
    - **DARPA Distributed Micro-Robotics** – PI/PM for "Mobile Robots that Climb Vertical and Inverted Surfaces." sponsored by DARPA – MTO. Develop mobile robots that climb walls and ceilings for surveillance, reconnaissance and breaching. Collaborated with Lockheed-Martin for automatic target recognition and Picatinny Arsenal for *Lamprey* SLAM holder. (2002 – 2004)

Beatbot, Ex.1004
Beatbot v. Zodiac, IPR2026-00200

Teledyne Technologies [TDY]: 2011 - 2013

- **Senior Manager**
  - Lead cross-functional teams of scientists and engineers in CONUS
  - M&A due-diligence, identification and recommendation (SeaBotix & BlueView)
  - Lead contingents of cross-division teams to secure ~$352M in funding over 24 months.
  - Plan and execute CRAD, business development and coordinate with strategic business units
- **ONR/USMC Cargo UGV** – PM for ONR/USMC-sponsored Cargo Unmanned Ground Vehicle (CUGV) Program subcontract (2011-2012). Manage team of engineers and scientists, in coordination with contract prime (Oshkosh) for unmanned combat vehicle control, perception and navigation. Multi-sensor suite included EO/IR Vision, LIDAR, IMU, and GPS.
- **Army LTL** – PM for Army-sponsored Lighten-the-Load (LTL) Program subcontract (2012-2013). Manage team to develop perception system comprised of stereo EO and stereo LWIR cameras to find and track leader(s), perform optical odometry, detect and map obstacles, and enhance SIGINT. Interface with sensors (LIDAR, IMU, GPS), autonomy for ATV-sized unmanned ground vehicles.
- **NASA ESP** – PM for RTP-based tasks for NASA Engineering Services and Prototyping demonstration (2012-2013). Provide Teledyne Engineering Services (lead), SAIC, Oceaneering, and Schafer with robot prototype and vision-based perception to detect, classify and track targets.
- **DARPA EXACTO** – PM for NC-based tasks for DARPA TTO Extreme Accuracy Tasked Ordnance (EXACTO) Program (2012-2013). Program developed first ever guided, small-caliber bullet with MEMS-based actuation, optical bullet tracking, optical target tracking, and bullet guidance to greatly improve accuracy and extend the day and nighttime range over current state-of-the-art sniper systems.
- **DARPA AngelFish/EagleRay** – PI/PM and inventor of the AngelFish Cross-Domain Submersible UAV, a man-portable, floodable airframe with tilt-thrusters capable of operating in and deliberately transitioning between the air, surface and underwater. Designed for optimal balance between hydro-/fluid-dynamics, materials, guidance/navigation/control, power conversion/storage, and perception for wing-in-ground flight.
- **Army PIRST** – Propose and capture the Pursuant In-stride Reconnaissance, Surveillance & Targeting (PIRST) program. By Army Night Vision & Electronics Sensors Directorate (NVESD) in 2013.

RxMedic Systems: 2003 – 2011 (*spinout from **Avionic Instruments***)

- **Co-Founder/General Manager/Board Member** (2004-2007), **CTO** (2007-2010), and **Director of Robotic/Automated Systems** post-acquisition by JM Smith (2010-2011).
  - Manage launch from **Avionic Instruments** (2004)
  - Build and lead nationwide growth of cross-functional teams to 75+ employees
  - Direct product development, manufacturing, field support, sales and marketing
  - Manage IP Portfolio & Legal: Patents include USPTO# 7,726,514 and 8,091,733
  - Oversee P&L, accounting, raising of capital, and accounts receivable
- **RxMedic ADS**: Invent, develop, market and support automated pharmacy dispensation and packaging systems for retail, hospital, mail order and industrial fulfillment organizations.
- **RxMedic ACS**: Integrate, refine, market and support automated pharmacy-counting systems for retail and hospital fulfillment organizations.
- Co-negotiated the acquisition of RxMedic Systems by JM Smith, Inc. in May of 2010, established RxMedic as a division, and coordinated 12-month transition. Supported evaluation and integration of automated systems for JM Smith business units including Smith Drug.

Vortex HC: 2002 - 2009 (*spinout from **Avionic Instruments***)

- **Vice President** (2004-2006), and **Facilities Security Officer (FSO)** (2005-2006)
  - Manage spin-out from **Avionic Instruments** (2004)
  - Lead cross-functional teams for product development, manufacturing, support, sales and marketing
  - Manage business and corporate strategy, execution, licensing, and ITAR/EAR-compliance
  - Support domestic and international legal and IP portfolio management, P&L, AP/AR
- **DARPA ARTEMIS** – PI and PM for "Vortex-Based AUVs for Counter-Mine and Counter-Obstacle Operations" sponsored by DARPA – ATO. Managed development of holonomic AUVs for landing on mines and performing soft-kill neutralization. Integrated CFD, rugged materials, MEMS-sensors for guidance, navigation and control. Collaborated with UT-ARL for development of circular synthetic aperture sonar and Teledyne RD Instruments for DVL. Developed high-precision acoustic underwater tracking system.
- **Products**: Managed development, manufacturing, world-wide marketing, and support of the following to military, law-enforcement, security, rescue, nuclear and entertainment customers:
  - VMRP Wall-Climbing Robot – Man-portable mobile robots that climb walls and ceilings.

Beatbot, Ex.1004
Beatbot v. Zodiac, IPR2026-00200

- Submersible Attractor – Rad-hardened attractor for nuclear energy market, BWR inspection
- Submersible VMRP Robot – Man-portable underwater robots for bulkheads and tank interiors.
- Lamprey SLAM Holder – Surface-agnostic instant placement mechanism for Picatinny Arsenal's Selectable Land- and Anti-personnel Mine (SLAM) breaching charge.

- **Licensing**: As part of exit strategy, instituted licensing and transition of VRAM technologies:
  - SeaBotix LBC – Little Benthic Crawler Remotely Operated Vehicle (ROV).
  - SeaRobotics HullBUG – Autonomous hull-grooming robot.
  - BDT – Attractors for high-speed, high-efficiency, low-overhead paper & fabric handling.
  - TMI – Attractors for inspection of nuclear boiler water reactor (BWR) facilities
- **ONR & NAVSEA HullBUG VRAM –** PI/Consultant for "Attractor Design for the Hull Biomimetic Underwater Grooming (HullBUG) Technology" and "HullBUG VRAM Design Optimization". (2006–2009).

<u>ShelfWorks Technologies</u>: 2002 – 2006 (*spinout from **Avionic Instruments***)

- **Charter Officer** (2004-2006).
  - Supported launch from **Avionic Instruments** (2002-2004)
  - Direct military product development, support commercial product development, sales & marketing
    - Bed, Bath & Beyond
    - Home Depot
  - Support IP Portfolio & Legal

<u>Nekton Research (iRobot [IRBT])</u>: 1998 - 2002

- **Vice President of R&D** (1998-2000) and **Director of Business Development** (2000-2002).
  - **Lead:** Cross-functional teams in marine-focused product/business development, production, deployment.
  - **IP Portfolio:** Co-inventor on USPTO# 6,378,801 (2002)
  - **Spinout:** Support incubation/launch of Parata Systems, a pharmacy automation company (1999-2002)
  - **M&A:** Provided early-stage due-diligence and introductions for acquisition by iRobot (2006)
- **Principal Investigator and Program Manager:**
  - **DARPA LSALS-SP3** – PI/PM for "3D Plume Tracing using Ranger™ MicroAUVs," sponsored by DARPA – MTO. Joint effort with Sandia National Labs, and Woods Hole Oceanographic Institute. Developed multiple collaborative MicroAUVs that search for and localize plume sources and aircraft blackbox, to rescue and/or recover humans and assets.
  - **DARPA Distributed Micro-Robotics** – PI/PM for "Swimming Arrays for Anti-Submarine Warfare", sponsored by DARPA – ATO. Joint effort with Draper Labs, Johns Hopkins University Applied Physics Lab, and Solers. Mobile acoustic array formations of multiple MicroAUVs. In contrast to towed arrays (e.g., TB-29), *Swimming Arrays* decouple tactical maneuvers from sensing maneuvers; enable protracted sensing, strong source direction discrimination, forward end-fire view, and dynamic array beamforming.
  - **DARPA Distributed Micro-AUVs** – PI/PM for "Aquatic Microbots", sponsored by DARPA – MTO. Under *Distributed Robotics* program, design, build and demonstrate ultra-small AUVs, called "MicroHunters™", which maneuver in 3D using only one moving part. Resulting navigation, called "Helical Klinotaxis" was validated on three different platforms and demonstrated to DARPA. Co-inventor on patent "3D Orientation for Aquatic Robots Using Helical Klinotaxis", USPTO in April 2002.
  - **Forensics ROV** – PM and inventor of porthole-size ROV to perform forensic analyses of sunken assets. Based on a diametrically-opposed, large-diameter, low-velocity, vector thrusters, provide underwater telepresence to search for remains, assets and root-cause indicators. Unique design minimized silt disturbance, and maximized options for ingress and egress. (Private customer)
  - **Deepwater Towfish** – 6500m depth-rated towfish to carry sensor suite for applications in energy sector, telecommunications sector, sub-bottom profiling, and terrain mapping. (Private customer – EdgeTech)
  - **DARPA APLA/MGM** – PI/PM for "MicroHunter Guidance and Control of 60mm Mortars", sponsored by DARPA – ATO. Under *Anti-Personnel Landmine Alternative/Minimally Guided Munitions* (APLA/MGM) program, collaborate with Battelle Memorial Institute to demonstrate feasibility, integrate microelectronic GNC sensors and actuators, and validate performance of single-actuator control force producer and guidance algorithm for indirect-fire munitions. Performance exceeded specifications.

<u>Parata Systems</u>: 1999 – 2002 (*spinout from **Nekton Research*** **serving as VP of Eng and Dir of BD**)

- Supported incubation and launch from **Nekton Research** (1999-2002)
- Robotic System for Retail & Mass-Fulfillment Pharmacy
- Technical & Business Development of Alpha- and Beta-level Products
- Supported initial IP Portfolio

Beatbot, Ex.1004
Beatbot v. Zodiac, IPR2026-00200

Duke University, Pratt School of Engineering: 1999 - 2021

- **Adjunct Associate Professor** (2005-2021) and **Adjunct Assistant Professor** (1999-2005).
  - Courses Taught Include:
    - Entrepreneurship & Tech Transition (Special Topics)
    - Robotics & Automation (MAE 442, ECE 383, ECE 142/442)
    - Control Theory (ECE 141/441)
- **MS Committee Member:** Serve on graduate student committees and advise research.
- **Advisor** and sponsor for Duke's Wall-Climbing Robot Team, which earned 1st place in the 2004 and 2005 International Climbing and Walking Robot (CLAWAR) Competitions in Madrid, Spain and London, England. Sponsored by the LORD Corporation and VortexHC.
- **Advisor** for Duke's DARPA Grand Challenge Team, in support of the Carnegie Melon Red Team(s), which earned 2nd and 3rd places. Perception included RADAR, LIDAR, IMUs and GPS.
- **Advisor** and sponsor for Duke's Autonomous Underwater Vehicle (AUV) team, which earned finalist standings five times in the AUVSI/ONR International Autonomous Underwater Vehicle Competition. Participated in multiple annual competitions since 2001, with the following rankings: 2nd in 2006, 4th in 2005, 5th in 2004, 3rd in 2003, 4th in 2002, and 7th in 2001. Sponsored by LORD, VortexHC, and SeaBotix.

North Carolina State University, School of Engineering: 1992 - 2021

- **Adjunct Assoc Professor** (2009-2020), **Board Integrated Manufacturing Systems Engineering Institute** (1998 – 2020), **Adjunct Asst Professor** (2000-2009), **Instructor** (1996-1999), **Researcher** (1992-1996).
  - Teaching Experience:
    - Robotics & Automation (ECE 444, ECE 591)
    - Control Theory (ECE 435)
    - Distributed (Non-Deterministic, Network- & Statistics-based) Controls (ECE 492Z)
  - **MS Committee Member:** Serve on graduate student committees, sponsor, and advise research.
  - **Advisor** & **Corporate Sponsor** for NCSU's Autonomous Underwater Vehicle (AUV) team, which began participating in the AUVSI/ONR International AUV Competition. Participated in 2005 and 2006.
- **NASA-HELIOS** – PM for development and demonstration of semi-autonomous robotic system for lunar habitation and transport. Under NASA's Exploration Office, and funding from United Technologies, Caterpillar, and North Carolina Space Grant Consortium. Managed team of 40+ people to build and competitively demonstrate lunar exploration and habitation mission including deployment of lunar lander, UGV, and personnel habitat modules. Mission was demonstrated in full and earned first place and NASA's *1998 Extra Terrestrial Award.* January 1996 to April 1998.
- **DARPA/ONR Outdoor Landmark Recognition** – Researcher for "Outdoor Landmark Recognition Using Hybrid Fractal Vision System and Neural Networks", by DARPA and ONR. Validate new approach to detecting and recognizing outdoor landmarks using the Region-Feature Neural Network. (1993–1996)
- **Other Systems***:* Bipedal robot (*Jenner*), a hexapod colony, an autonomous mobile robot (*Lazarus*), home automation & security based on decentralized control networks.

TMI Robotics: 1998 - 2013

- **President**
  - **Robotic & Automation Systems:** Submersible Robotic Hull Crawlers & Attractors for *General Electric*, *Hitachi*, *Framatome*/*Areva*, *SeaRobotics*, *SeaBotix*, etc. (2009-2018); wall-climbing robots for *SignalScape* (2009-2013); Pioneer mobile robot end-effector and bipedal robot for *Adept MobileRobots* (1998-2004); decentralized fuel pump control systems for *Gilbarco* (1998); Autonomous Following Golf Caddy for *Caddy Master* (1998-1999); Universal rotary actuator system for *Real World Interface* (*RWI*) and *iRobot* (*IS Robotics*) (1998-2000), etc.
  - **Artificial Intelligence Software and Textbook:** "Computational Intelligence: Supervised and Unsupervised Learning with Neural Networks", J.A. Janét and J.C. Sutton III. Copyright © 1998-2013. ISBN #0-9678493-0-6. Textbook included a time-limited single-user license for neural network software by TMI Robotics, Inc. Software included data, the Region-Feature Neural Network and the Hyper-Ellipsoid Clustering Neural Network for pattern analysis and machine intelligence. End-users/clients include *NCSU*, *National Technological University* (*NTU*) and *Video Based Engineering Education* (*VBEE*), IBM, etc.

Other Professional Highlights:

Beatbot, Ex.1004
Beatbot v. Zodiac, IPR2026-00200

- **Patent Inventorship:** Other patents pending
  - 6,378,801: Devices and methods for orienting and steering in three-dimensional space.
  - 7,726,514: Automated article dispensation mechanism.
  - 8,091,733: Automated article dispensation mechanism.
  - 8,751,035: Automated laundry drop-off and retrieval system.
  - 9,664,813: Automated Insect Monitoring
  - 9,999,211: Automated Insect Monitoring (Removable Chambers with Transparent Sides for Inspection)
  - 9,999,212: Automated Insect Monitoring (Signal Processing to Detect and Recognize Invasive Pest)
  - 11,382,324: Insect Traps and Monitoring System (IoT Monitoring System with Detect/Classify Ability)
- **Board of Directors/Advisors Experience:** Provide strategic technology, business and corporate expertise.
  - **Delta Five** – Distributed unattended sensors, automation, SaaS and IoT.
  - **Panacea BioMatx Inc** - Automated customized medications and nutraceuticals. (www.panacea.me)
  - **Lealear** – Automated storage and retrieval systems.
  - **RxMedic** – Automation for preparing prescription orders in retail, government, and hospital pharmacies.
  - **VortexHC** – Non-dexterous gripping, robot climbers (air and underwater), and 6DOF holonomic AUVs.
  - **NCSU Integrated Manufacturing Systems Engineering Institute** – Multi-disciplinary graduate school

Selected Publications (of ~40)

- IoT Solutions Enabling Hotelier's to Monitor for Bed Bugs, www.deltafive.com/wp-content/uploads/2018/06/DeltaFive_BedBugAwarenessWeek2018_PressRelease.pdf, June 2018.
- New York City Challenged by Bed Bugs, www.newswire.com/news/new-york-city-challenged-by-bed-bugs-delta-five-offers-green-solution-20043137, November 2017.
- On the Heels of the Largest Bed Bug Lawsuit Judgement, Delta-Five Has a Proven Green Solution for Hotels, www.newswire.com/news/on-the-heels-of-the-largest-bed-bug-lawsuit-judgement-delta-five-has-a-19990567, October 2017.
- Hoteliers Find Delta Five's Innovative Bed Bug Solution Catches Bugs Faster and More Consistently, www.newswire.com/news/hoteliers-find-delta-fives-innovative-bed-bug-solution-catches-bugs-19940513, September 2017.
- As Hoteliers Look to Combat Bed Bug Rise Delta Five Offers Researched Solution, www.newswire.com/news/as-hoteliers-look-to-combat-bed-bug-rise-delta-five-offers-researched-19846348, August 2017.
- Green Approach to Prevention and Early Detection, www.eprnews.com/delta-five-highlights-green-approach-to-prevention-and-early-detection-during-bed-bug-awareness-week-138925/, June 2017
- Delta Five Raises the Bar in Battle Against Bed Bugs, www.newswire.com/news/delta-five-raises-the-bar-in-battle-against-bed-bugs-19547330, May 2017.
- Automated Bed Bug and Insect Monitoring System, www.newswire.com/news/delta-five-launches-automated-bed-bug-and-insect-19224593, April 2017.
- "Think It, Build It, Win It: Vision-Based Robot Design Secures Teledyne a $350M NASA Engineering Contract" H. Neale. *NASA Tech Briefs* 2013/2014.
- "Automation is Changing Pharmacy: How Reducing Repetition Behind the Counter Improves Over the Counter Care" J. Janét. October 2010. *Insight Magazine.*
- "Automate Your Profits" J. Janét. October 2009. *Insight Magazine.*
- DTIC #ABV 299170 (NATICK/TR-04/013L): "Vortex Regenerative Air Movement: Attraction and Attachment on Vertical and Inverted Surfaces— A Simple Method for Static and Mobile Robots for Climbing Walls and Ceilings" J. Janét, D. Reinfeld, B. Wiedeman. October 2003. (Contract No. DAAD16-00-C-9259; US Army Soldier Systems Command, Natick, MA)
- DTIC #AD B267 288 (NATICK/TR-01/009L): "MicroHunter Control Applications for Elimination of Anti-Personnel Landmines: Low-Cost, Minimally Guided Munitions – A Simple Method for Controlling the Trajectory of Spinning Projectiles" M. Kemp, J. Janét, and C. Pell. May 2001. (Contract No. DAAN02-98-C-4030; US Army Soldier Systems Command, Natick, MA)
- "Development of a Micro Autonomous Underwater Vehicle for Complex 3-D Sensing", *IEEE/MTS Oceans 2001 Conference*; Honolulu, HI; Nov 2001; B. Hobson, B. Schulz, J. Janet, R. Moody, C. Pell, and H. Pinnix.
- "MicroAUVs I: Platform Design and Multi-Agent System Deployment", *Unmanned Untethered Submersible Technology (UUST)*; August 2001; Durham, NH; B. Schulz, B. Hobson, J. Janét, M. Kemp, R. Moody, C. Pell, H. Pinnix, J. Pollard, and H. Crenshaw.

Beatbot, Ex.1004
Beatbot v. Zodiac, IPR2026-00200

- "Assessing the Performance of Oscillating Fin Thruster Vehicles", *Unmanned Untethered Submersible Technology (UUST)*; August 2001; Durham, NH; M. Kemp, B. Hobson, J. Janét, C. Pell, and E. Tytell.
- "Using Control Networks to Control Multiple Autonomous Mobile Robots: Biped, a Hexapod Colony, and a Complex Autonomous Mobile Robot", *IEEE Int'l Conf. on Robotics & Automation*; Detroit, MI; May 1998; J. Janet, B. Wiseman, R. Michelli, S. Scoggins, and A. Walker.
- "Autonomous Mobile Robot Global Self-Localization Using Kohonen and Region-Feature Neural Networks", *Jnl of Robotic Systems*; Vol. 14, No.4, 1997; J. Janet, R. Gutierrez, T. Chase, M. White, J. Sutton.
- "Combining Self-Organizing Geometric Certainty Maps with the Unscented Kalman Filter", Proc. of *IEEE Int'l Conf. on Robotics & Automation*; Leuven, Belgium; May 1998; J. Janét, J. Brickley, M. Kay, M. White, and J. Sutton.
- "Modeling of Sonar Sensors for Localization of Autonomous Mobile Robots", *IEEE Transactions on Industrial Electronics*; October 1998; R. Gutierrez, J. Janet, and R. Luo.
- "Autonomous Mobile Robot Global Motion Planning and Geometric Beacon Collection Using Traversability Vectors", *IEEE Trans on Robotics & Automation*; Vol.13, No.1, 1997, Pages:132–140; J. Janét, M. Kay, and R. Luo.

Skills Brief

- *Executive Leadership.* Provided fiscal, strategic, IP and operational leadership in application and development of heavily engineered systems for software, robotics and automation, medical, pharmacy, maritime, aviation, government, military, law enforcement, security, entertainment, hospitality, analytics, pattern analysis, and energy markets. Demonstrated ability to develop and implement business plans, integrate emerging technologies, raise capital, be an effective change agent, and transition product and client service concepts to commercial viability. Effective collaborator with companies, academic institutions, military, government and foreign entities. Experienced with legal aspects of launch, operations, equity, M&A, intellectual property & litigation. Successful manager of sales, marketing and finance including, ROI tool development, market research, prospecting, sales presentations, competitive analysis, brand development, multi-media advertising, contract negotiation, deal closure, A/P and A/R.
- *Board Member*. Effective strategic contributor and communicator on behalf of corporations (Delta Five, RxMedic, Panacea Biomatix, Lealear, and VortexHC) and an academic institution (NCSU IMSEI).
- *Engineering and Product Development.* Demonstrated ability to develop and deploy hardware and software products, including automated retrieval systems, fixed-base robots, medical systems, mobile robots, autonomous and remote-control unmanned ground robots, wall-climbing robots, hull inspection & cleaning robots, nuclear vessel inspection robots, autonomous underwater vehicles, non-destructive inspection robots, retail automation, and mine neutralization robots.

Additional

- **Security Clearance.** Personal clearance level – TOP SECRET & SCI. Facilities Security Officer (FSO) for Vortex HC. Coordinated processing of SECRET level Facility Clearances (FCL) and Personnel Clearances (PCL).
- **Institute of Electrical & Electronic Engineers (IEEE):** Robotics, Controls & Pattern Analysis.
- **Autonomous Unmanned Vehicle Systems International (AUVSI)**
- **American Society for Engineering Education (ASEE)**
- **American Society of Mechanical Engineers (ASME)**
- **PADI SCUBA:** Professional diver for underwater mobile robots, hull inspection, underwater video, counter-mine, ASW, etc.
- **Commercial Driver's License:** Class-A CDL, base registrations in North Carolina (and Virginia).
- **USPA Skydiving:** (1991 – 1997) USPA Jumpmaster certification in 1996. D-license with 400 jumps including instruction, tandem master training support, demonstrations, accuracy, and freefall relative work (RW). National collegiate RW championship team in 1994 (Richmond, IN). Carolina Sky Sports Accuracy Champion in 1993 (Louisburg, NC).
- **Pyrotechnician:** Class-A/B levels.

Beatbot, Ex.1004
Beatbot v. Zodiac, IPR2026-00200

- **Master Mason:** Foundation of ~20 years of construction experience, primarily with ornamental stone, brick, and concrete. Experience initially gained as a youth within family-owned and operated business (Dogwood Quarries) in DC-metropolitan area; summers and school breaks from 1981 until 1997. Since 1998, all work has been *pro bono* including for Habitat for Humanity.

Computer Tools

Proficient: SalesForce, PowerPoint, Excel, Word, Project, MATLAB
Prior experience: Epicor ERP, QuickBooks, AutoCAD, SolidWorks, OrCAD, LabView, C/C++, Assembly

Beatbot, Ex.1004
Beatbot v. Zodiac, IPR2026-00200