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National Collegiate Inventors
& Innovators Alliance



SCHEDULE

- AI2V 1: Waltham, MA 8/1-4
- AI2V 2: Urbana, IL 9/9-12
- Southfield, MI - 9/28
- Kansas City, MO - 9/29
- St. Paul, MN - 10/6
- Fargo-Moorehead, MN - 10/12
- Ontario, FL - 11/2

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I2V Philadelphia:
Speaker Profiles

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Christopher R. DeFusco is Vice President of Textronics

Christopher R. DeFusco is Vice President with Textronics, a spin out of DuPont Invista which develops smart fabrics that combine electronics with textiles.

Prior to joining Textronics, he was Vice President of Technology Commercialization and Litigation Management for BTG International. He has held a variety of management positions in the medical device market with several other companies such as General Electric and Hewlett-Packard.

He holds a Bachelor of Science degree in Electrical and Electronics Engineering from The Pennsylvania State University, a Master of Arts degree in Philosophy from the West Chester University of Pennsylvania and a Doctor of Philosophy in Philosophy from Temple University.

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Jennifer Guinan, President of Sage Strategic Marketing

Jennifer Guinan, president of Sage Strategic Marketing, offers 19 years of experience in marketing, communications, and PR for companies and organizations large and small. Guinan's background includes national and international marketing and communications executive management and strategy, PR and media relations, and consulting. Her experience spans multiple industries from financial, healthcare, and life sciences to technology segments including software, networking, telecommunications, embedded systems, and wireless. She has developed M&A communications strategies, executed crisis management campaigns, successfully launched a number of startup companies, and strategized and implemented company repositioning, product launches, and issues campaigns.

As president of Sage Strategic Marketing, Guinan takes a strong consultative approach to marketing, communications, and PR. Her focus is on providing clients with executive-level consulting regarding strategy, positioning, and messaging combined with swift and effective execution. Her clients range from large--including the RPR Alliance, an industry advocacy group including Cisco, Nortel, Intel, and a dozen others--to startups in technology, healthcare, and financial services. She has found a strong synergy for her services with emerging-growth companies and has recently concentrated on providing these young companies the structure and guidance needed to increase their visibility and impact, to establish their credibility, and to communicate their value.

Prior to founding Sage Strategic Marketing, Guinan was the Director of Marketing for Persoft, Inc., an international firm specializing in connectivity technology for the enterprise. There she was responsible for worldwide marketing strategy, positioning, marketing communications, lead generation, and PR for the company's software and wireless networking product lines. She was responsible for numerous

product launches and implemented the company's first direct marketing and telemarketing programs. Prior to her position at Persoft, she served as communications manager at Hazelton Laboratories, a world-leading research organization, initiating its marketing, communications, and PR programs as well as its structured business planning process.

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Terrence H. Hicks, Vice-President, Investment Group at the Ben Franklin Technology Partners of Southeastern Pennsylvania (BFTP/SEP)

Terrence H. Hicks is Vice-President, Investment Group at the Ben Franklin Technology PARTners of Southeastern Pennsylvania (BFTP/SEP). The Ben Franklin Technology PARTners is a State of Pennsylvania supported economic development corporation that supports the development of technology-based enterprises through a variety of investment programs and technology services. Mr. Hicks is responsible for all of the organization's investment activities. BFTP/SEP has a portfolio of over 130 early and emerging stage technology companies; one of the largest such portfolios in the country.

Mr. Hicks came to the Ben Franklin Technology PARTners in November, 1993 after twenty years of experience in small business lending and corporate treasury activities with Fidelity Bank (currently Wachovia) and Sun Company respectively. Mr. Hicks wachovia served as Vice President of Sun Company's Specialized Small Business Investment Company, Alliance Enterprise Corporation. He also served in numerous financial management positions at Sun, including manager of internal treasury operations and manager of special projects.

Mr. Hicks has a BA in economics from Swarthmore College and an MBA in finance from LaSalle University. He is on the boards of the Pennsylvania Angel Network, the Penn Mezzanine Fund, the Entrepreneur's Forum of Greater Philadelphia, and is a founder of the Minority Angel Investor Network, the nation's only organized network of angel investors focused on investments in high-growth minority businesses.

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Jane Hoffer, President and CEO, Prescient Applied Intelligence

Jane Hoffer is president and chief executive officer of Prescient Applied Intelligence (OTCBB: PPID). Prior to Prescient Applied Intelligence, Hoffer was president and CEO of Prescient Systems for eight years, evolving the company into a premier provider of retailer-centric planning solutions for the consumer products market. In 2004, Hoffer led Prescient Systems through a merger with viaLink, a provider of advanced commerce for the retail supply chain, and created Prescient Applied Intelligence. Hoffer has also held key management positions at IBM and Lucas-Bear. During her tenure at Lucas-Bear, Hoffer led a management buyout in December 1996 to form Prescient Systems.

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Elaine V. Jones, Ph. D., General Partner, Euclid SR

Elaine V. Jones, Ph.D. has a strong background in basic research as well as product assessment, built on her significant experience in pharmaceutical discovery and business development. Prior to joining EuclidSR Partners, Elaine began her private equity career in 1999 at S.R. One, Limited, SmithKline Beecham's venture investing arm. Previously, she was a Director of Scientific Licensing for SmithKline Beecham, where she identified and assessed therapeutic product opportunities in arthritis, bone disease, urology and cancer. Elaine is a graduate of Juniata College and received her Ph.D. in Microbiology from the University of Pittsburgh. Elaine has served on the Board of the Pennsylvania Biotech Association and is currently a member of the Ben Franklin Technology Partners BioMedical Investment Advisory Committee.

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Wayne Kimmel, Managing Director, Eastern Technology Fund

Wayne D. Kimmel is the Managing Director of the Eastern Technology Fund, a venture fund that provides early stage capital to technology companies. Kimmel is also on the Board of Directors and the Investment Committee of NewSpring Ventures, L.P., a \$90 million SBIC venture fund. In addition, Kimmel is the Chairman of the Board of the Philadelphia Capital Opportunity Fund (PCOF).

The Philadelphia Business Journal recognized Kimmel as one of the Philadelphia region's emerging leaders. In addition, Kimmel was selected as one of the Philadelphia region's "40 Under 40" young business leaders, and PhillyTech Magazine selected him as one of the "30 people under 30" to watch in the high-tech industry in the year 2000. Kimmel serves on several Boards of the Eastern Technology Fund's portfolio companies, and he frequently lectures on technology, management, and venture capital at various universities, corporations and seminars.

Kimmel was the 2003 Co-Chairman of Early Stage East, the Mid-Atlantic region's premier Early Stage venture showcase. Kimmel is also an executive with the Eastern Technology Council, a 1,200 plus corporate member trade organization comprised of technology companies. He is also an active member of the Greater Philadelphia Venture Group and its Education Outreach Committee, and serves on several committees for the Mid-Atlantic Venture Conference.

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Kimberle Levin, President & CEO, TEKNUKO

Kimberle Levin is an award-winning entrepreneur who has built and managed several multimillion dollar businesses in the information technology industry. A visionary, innovator, and gifted conceptual thinker, Kimberle is a highly regarded business leader and has consistently excelled and been recognized for her outstanding achievements.

Kimberle has an extensive entrepreneurial background, having established several Information Technology companies during the past 18 years. As CEO of JVC Technologies, an Information Technology company that specialized in network integration and system support, Kimberle grew her organization to become a multi-million dollar enterprise. As CEO of Telcom Assistance Center, a telephony management services firm she founded, Kimberle grew the company to be the premier provider of enterprise-wide telephony management and deployment services to Fortune 1000 companies worldwide. For several years, Kimberle was responsible for the daily operations of both the Information Technology and the Telephony Management businesses in addition to spinning-off three additional technology-related organizations. In 2003, Kimberle founded her sixth IT company, TEKNUKO, which provides IT Infrastructure Services to the SMB Market.

Widely featured in many newspapers and magazines including: The Wall Street Journal, Philadelphia Inquirer, Business Philadelphia, Success Magazine, Philadelphia Business Journal, Computer Reseller News, Executive Female, Cosmopolitan and Incentive.

- GPSEG, Entrepreneurs' Circle Chair, 2005—Present.
- Top 100 Fastest Growing Private Companies in Philadelphia, Inaugural Hall of Fame, 2004
- Junior Achievement, Board Member, 2003—2005
- Ben Franklin Technology Partners, Technology Investment Committee, 2000—present
- Early Stage East Venture Fair, Board Member and Education Chair, 2000—present
- The Wharton School, University of Pennsylvania, Entrepreneur-in-Residence 2002, Mentor, 2002—present
- Fox School of Business & Management, Entrepreneur-in-Residence, 2001, Mentor, 1994—present
- Recognized by the Pennsylvania Department of Community and Economic Development and the Business Journals of Pennsylvania as one of Pennsylvania's Best 50 Women in Business, 2000
- Recognized by the Philadelphia Business Journal, the Forum of Executive Women and the National Association of Women Business Owners as one of the 25 Women of Distinction, 2000
- Recipient of Amertech's Wings of Flight Award for Excellence in Leadership and Contribution, 1998-1999
- Deloitte & Touche named JVC Technologies, one of the 50 Fastest-Growing Companies in Eastern Pennsylvania, 1997
- The Wharton Business School and the Philadelphia Business Journal named JVC Technologies one of the Top 100 Fastest Growing Private Companies in Philadelphia five consecutive years, 1993—1998
- Eastern Technology Council Enterprise Award for Best CEO Under 40, 1995
- Ernst & Young, Entrepreneur of the Year Finalist, 1994 & 1995
- Inc. 500, JVC Technologies, 1994
- Eastern Technology Council, Board Member, 1993—2002
- Young Entrepreneurs' Organization Philadelphia Chapter, Founder and President, 1992-1994 National Board Member, 1993—1994
- Philadelphia Business Journal's 40 Under 40, 1992
- Recognized by the Association of Collegiate Entrepreneurs as one of the Top 100 Young Entrepreneurs in the US, 1992
- Appeared as a guest on the Oprah Winfrey Show, 1991
- Keynote, guest lecturer and instructor for many organizations and universities.

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Richard "Rick" Malcolm, Ph.D., Chief Executive Officer, Acurian

Rick brings over 22 years experience in healthcare management to his role as CEO. Prior to joining Acurian, Rick was Vice President, Business Development, for ICON Clinical Research., one of the world's largest Contract Research Organizations. Dr. Malcolm started his career in healthcare at SmithKline Beecham Pharmaceuticals (now GlaxoSmithKline) where he had product marketing responsibility for several cardiovascular, gastrointestinal, depression and anti-arthritis products. In addition to serving as the worldwide head for SBCL's Clinical Trials Center (now Quest's central laboratory), he has served in senior management and consulting roles at start-up pharmaceutical companies including The Medicines Company and Neutris Pharmaceuticals.

Rick received his B.S. in Microbiology at the University of Michigan and his Ph.D. in Pharmacology at the University of Southern California.

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Charles M. Robins, Managing Director of Fairmont Partners

Mr. Robins focuses on the software, telecommunications and other technology-related sectors, serving emerging growth companies with strategic and financial advisory, mergers and acquisitions and private placement services. As Fairmont's senior technology expert, Charles has over 25 years of experience as an entrepreneur, executive, strategic consultant and investment banker. Previously, he was Managing Director, co-head of Corporate Finance and led the software and telecommunications practices in the U.S. for Investec Inc., an international public diversified financial services company. Charles was also a member of Investec's commitment committee and management committee. Charles was a principal with Investec's predecessor firm, PMG Capital/Pennsylvania Merchant Group where he was head of Technology Research and the Technology Investment Banking practice.

Prior to becoming an investment banker, Charles was an executive at Safeguard Scientifics, a

high-technology investment firm, and was co-founder of Rabbit Software Corporation, a publicly traded pioneer in developing communications products for enterprise networks. In addition, he was president of Atlantix Corporation, a Perot Investment Group company, and managed advanced technology development for Shared Medical Systems and SEI Corporation. Charles was also co-founder of Multiple Funding Pension Inc., a developer of financial analysis software. Charles is a member of the board of directors of the Eastern Technology Council (ETC), is lead judge of the ETC's annual Enterprise Awards and serves as co-chair of the Innovation Philadelphia HotTeam for Information Technology.

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Lester "Skip" Shuda, Principal, Team and a Dream

Skip Shuda is the founder of Team and a Dream, which helps early stage technology companies to get to the next level. In addition to Team and a Dream, Skip is active in the Wharton Small Business Development Center's Venture Initiation Program and Early Stage Practice. For over 20 years Skip has been an innovator in the use of new technology to enhance the growth and profit potential of early stage software, service and technology companies. Skip assists entrepreneurs through leadership coaching, technology and methodology audits, product definition, management of software initiatives, staff planning, market definition and sales/proposal assistance. His research interests include business and software patterns, agile methodologies and entrepreneurship.

From 1994 through 2002, he was the Chairman and Founder of Destiny Websolutions, an Internet technology consulting company, which worked successfully with many of the leading US financial institutions, including Mellon Financial, Citigroup and UBS PaineWebber. In that role he leveraged his experience as a technology manager and software industry entrepreneur to define the company's focus, driving the company's software vision and leading the firm's engagements with early leaders in online financial services. He assumed leadership roles in software development, consulting and knowledge management to help grow Destiny to over \$17mm in revenues and nearly 120 employees.

Prior to founding Destiny in 1994, Skip worked as a software architect with data communications and object oriented database development firms. He also ran a successful consulting practice with clients that included The Vanguard Group and Unisys. Skip has spoken at numerous industry events and has been published and/or quoted in top trade publications on technology-based strategies.

He has an MS in Computer Science from Villanova University where he specialized in artificial intelligence and natural language processing. He has a BS in Computer Science from the University of Delaware.

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Lisa Casey Spaniel, Associate, Blank Rome LLP

Ms. Casey concentrates her legal practice in intellectual property matters, software and technology licensing, electronic commerce and privacy, and the Internet. She counsels clients on matters relating to: trademark, copyright, patent, technology, and other intellectual property licenses; software and computer agreements and contracts; Internet and electronic privacy; confidentiality and non-disclosure agreements; intellectual property and technology due diligence, mergers, and acquisitions; and Web site design and development.

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Christopher Starr, VP of Investments, Innovation Philadelphia

Christopher Starr is a Managing Director and Vice President, investments at Innovation Philadelphia. Starr is responsible for organizing and implementing economic stimulus investments, attracting new companies to the region, evaluating potential investment opportunities, performing due diligence, negotiating and structuring investments, and working with management teams to execute their strategies following an investment by Innovation Philadelphia.

Most recently, Starr was a principal of Lenfest Capital L.L.C., an affiliate of the Lenfest Group, and a venture capital fund based in Philadelphia that invests nationally in early-stage companies in the media, cable and communications industries as well as in other venture capital and buyout funds. Before joining Lenfest Capital, Starr was an Associate at the Eastern Technology Fund, a venture fund for promising seed-stage Internet and technology companies in the Mid-Atlantic region and a feeder fund to PA Early stage, an affiliated private equity fund of Safeguard Scientifics.

Previously, Starr was an Associate at the Innovation Factory, a venture fund and business accelerator focusing on the Philadelphia region. Starr also spent three years in corporate finance with Merck & Co. Inc. Before joining Merck, Starr worked at Dean Witter Discover (now Morgan Stanley Dean Witter).

Additionally, Starr worked at the law firm of Stevens & Lee, handling business transactions and deal processing in the corporate group. In 2001, Philly Tech magazine selected Starr as one of the 30 Under 30 business executive to watch in Philadelphia's region high tech industry. Also, in February 2002, the Philadelphia Business Journal recognized Starr as one of the Philadelphia region's 40 Under 40 young business leaders.

Starr earned his bachelor's degree in business administration, and a master's degree in business administration with concentration in strategic management and finance from Temple University School of Business. In addition, Starr earned his J.D. with a focus in corporate law from Temple University School of Law.

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Jeffrey Taylor, Associate, Blank Rome LLP

Taylor concentrates his practice in the areas of securities law, mergers and acquisitions, and corporate law. Mr. Taylor focuses his practice on guiding public and private companies through the often convoluted maze of federal and state securities law regulation. He works with clients ranging from start-ups to well-established public companies that seek to raise capital, including through traditional seed, angel and venture capital financing, PIPEs, and equity line financings. Mr. Taylor has also helped take a number of clients public and has structured and negotiated follow-on public debt and equity offerings for public companies. He also assists public companies in their disclosure, corporate governance, and day-to-day corporate and securities needs. Mr. Taylor also has significant experience in handling complex corporate transactions, such as mergers, stock and asset acquisitions, tender offers, reorganizations, recapitalizations and spin-offs. Finally, Mr. Taylor has helped startup and smaller technology clients tackle a variety of practical legal and business issues, including entity formation, corporate law and formalities, employment and compensation issues, relationships among corporate constituents, intellectual property protection, and business and shareholder dispute resolution.

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Annette M. Tobia, Ph.D., J.D., President and CEO, Dynamis Therapeutics

Dr. Tobia is the business founder, president, and CEO of Dynamis. She has extensive experience with start up companies as Partner of QED Technologies, founder of British Technology Group, USA (BTG), counsel to the president of the Bristol Myers Institute for Medical Research and partner in Stenger, Michaelson, Spivak and Tobia, a law firm specializing in patenting and licensing technology.

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