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**I2V UMass Amherst: Speaker Profiles**

**September 30, 2006**

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**Soren Bisgaard, Dean of SOM, UMass Amherst**

Beginning July 1, Eugene M. Isenberg Professor of Technology Management and Integrative Studies Soren Bisgaard will serve as the Isenberg School's interim dean replacing Thomas O'Brien, who will step down as the School's dean at the end of June.

Bisgaard, a professor in the Isenberg School's operations management program since 2002, becomes the second holder of a professorship endowed by Eugene Isenberg to assume responsibilities as a dean on the UMass Amherst campus. Isenberg Distinguished Professor of Engineering Michael Malone has been dean of the College of Engineering since 2004. In the spirit of the Isenberg endowments, Bisgaard and Dean Malone frequently work together to foster programs and activities that integrate management, science, and technology on the campus.

An international authority on Six Sigma Quality Management and applied statistics, Bisgaard has been honored with numerous academic and professional awards, including the Shewhart Medal—the American Society of Quality Management's highest honor. In 2004, he was the second recipient of the Box Medal, an award issued by the European Network for Business and Industrial Statistics for outstanding contributions to industrial statistics. Bisgaard has done consulting work for Hewlett-Packard, Bell Labs, General Motors, Ford, DaimlerChrysler, S. C. Johnson, Mercury Marine, Philips, and Samsung-Corning.

Before joining the Isenberg School, Bisgaard had significant educational administrative experience. As Professor of Industrial Statistics at the University of Amsterdam (full-time 2001-2002 and part-time thereafter), and professor at the University of St. Gallen's Institute for Technology Management in Switzerland he directed its Department of Quality Management and Technology (1999-2001). In 1999, he founded the 600-member European Network of Business and Industrial Statistics. At the University of Wisconsin, where he received his Ph.D. in statistics, Bisgaard was professor of Industrial Engineering from 1987-1998 and director of the Center for Quality and Productivity Improvement from 1994-1998.

Building on Dean O'Brien's 19 year foundation, Professor Bisgaard's exceptional academic reputation and cross-disciplinary perspective will allow the Isenberg School of Management to expand its successful pursuit of new levels of excellence and national recognition.

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#### **Murray Berkowitz, Technology Partner, Kodiak Venture Partners**

Murray Berkowitz has more than 25 years of industry experience and is recognized as an expert in open source technologies, communities, and licensing for creating new business opportunities and partnerships. As a Technology Partner at Kodiak, he evaluates new and emerging technology areas under consideration by the firm and also works closely with portfolio companies on technology issues.

Murray joined Kodiak from Computer Associates International, Inc. (CA). While at CA, he served as Senior Vice President of Advanced Technology, with responsibility for the company's Linux solutions. He architected the company's strategies for enterprise storage and application management, data transport, change management and eBusiness. Previously, he served as Vice President for strategic architecture at Legent Corp. During his years at CA and Legent, he worked with the Linux and Open Source communities, serving on the executive board of the Open Source Development Lab (OSDL) as CFO.

Murray is actively involved in the Framingham, MA school system and sits on the Board of the Framingham Partners in Education. Murray is an active and avid racquetball player and cyclist. Murray holds an M.S. in Computer Science and B.S in Mathematics from the University of Massachusetts, Amherst.

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#### **Michael Giles, Software Entrepreneur**

Michael Giles is currently the founder of Worthie which provides a simple way to see where you spend your money. Previously, he founded Furl.net which he sold to LookSmart (LOOK) in 2004. Furl co-created and continues to be a leader in the social bookmarking market, enabling users to save, share and recall anything they find online. Prior to founding Furl, Michael held various management and technical leadership positions at Vitria Technology (VITR), helping to grow the business from early start-up to multibillion-dollar public company. He also co-founded a company focused on enterprise marketing automation and worked on early content management software at Illustra/Informix. Michael received a BA in Physics from Oberlin College where he managed the Visual Cognition Lab, researching object and face recognition.

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#### **Michael F. Malone, Dean of College of Engineering, UMass Amherst**

Michael F. Malone, a distinguished researcher and teacher at the University of Massachusetts Amherst for more than two decades, has been named dean of the university's College of Engineering. Charlena Seymour, provost and senior vice chancellor for academic affairs, made the announcement. Malone will begin his new position August 1.

Malone, who joined the UMass faculty in 1980, currently serves as the Ronnie and Eugene Isenberg Distinguished Professor of Engineering and as Professor of Chemical Engineering. He succeeds Joseph Goldstein, who returns to the faculty after 11 years as dean. "Michael Malone brings outstanding professional credentials to the job, as well as invaluable insight into the college's strengths and its potential," Seymour says. "I look forward to working with him, and his colleagues in engineering, to build upon their distinctions." Maintaining high standards and setting ambitious goals are vital to the college's future success, Malone says.

Malone earned his bachelor's degree in chemical engineering from Penn State University in 1974 and his Ph.D. in 1979 from UMass Amherst, becoming a UMass faculty member the following year. He served as director of the university's Process Design and Control Center from 1989 to 1997, and again from 2003 to the present. From 1997 to 2002, he was head of the chemical engineering department. He won the campus's Distinguished Teaching Award in 1996 and the Conti Faculty Fellowship in 2002.

Malone was visiting scientist at the DuPont Company in 1981 and 1993-94. In 1996 he won the Computing in Chemical Engineering Award from the Computing and Systems Technology (CAST) division of the American Institute of Chemical Engineers. From 1993 to 1996, Malone was chair of the systems and process design area in CAST, and has been chair of the CAST Division Programming Board since 1997.

His research interests are in processes design and innovation. He is the author of numerous technical articles as well as the textbook Conceptual Design of Distillation Systems with M. F. Doherty.

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#### **Richard Mastromatteo, President & CEO of Us Unlimited, Inc.**

Dick is now President and CEO of Us Unlimited, Inc., an investment and development company in the materials and electronics businesses. Dick's recent history included majority partner in Emerson and Cuming Composite Materials (ECCM), a syntactic materials company with a major market in Oil Buoyancy. He was a major owner of Ixion Electronic Packaging Co and participated in a successful sale

of the company. Dick as a chemist was the founder of CRI-Tech, a highly respected supplier of formulated fluoroelastomers, which he recently sold to Daikin America.

Dick's present investments through Us Unlimited include a gourmet frozen food company, Concerto; a composites fabric company, Polynova Composites, Inc., A software business information company, OCC, Inc.. a Novel Antioxidant company born in UMass, Lowell, Polnox, and a GC/LC/IR novel instrument company, Spectra Analysis.

Dick graduated from University of Massachusetts in 1963 with a Bachelor of Science in Chemistry. He joined UniRoyal shortly thereafter to begin his career in the rubber industry. His experiences in that industry range from polymer development, compound development, production control testing manager in a polymer plant in Argentina, technical service, and sales. After working for 3M and the Orcomatic rubber molding company, Dick started CRI-Tech in 1977 with his wife, his brother, and an SBA loan.

Dick's journey has taken him deep into the discipline of business and people management, and today he has learned how much he really doesn't know, so he is now prepared to do whatever it takes to do something good and worthwhile, and make lots of money doing it.

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#### **Marla Michel, Research Liaison and Development (RL&D), University of Massachusetts Amherst**

Marla is responsible for developing value-added relationships between industry and the UMass Amherst community, creating links to the economic development community of the Commonwealth of Massachusetts, supporting key strategic research initiatives, and managing communications and marketing programs for the Research Area.

Marla has been with the University since early 1999. Prior to joining the University, she was a senior product manager in the AT&T Bell Laboratories Software Technology Center (now Lucent Technologies). While at Bell Labs, she was involved in the technical marketing and development of various information products, software development tools and consulting services, strategic IT planning, software engineering, and the AT&T Smart Phone.

Marla received her BS from the State University of New York at Albany, and her MS from Monmouth College. She is a founding member of the board for the Technology Enterprise Council (a Regional Technology Alliance-affiliated network) and a member of the board for the Friends of Meekins Library in Williamsburg, MA.

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#### **Gerard O'Connor, Partner, Foley Hoag**

Represents clients in a variety of industries, including manufacturing, pharmaceutical, software, internet and e-commerce companies, venture capital and private equity funds, and professional services firms

Practice focuses on corporate finance transactions, mergers and acquisitions, securities law and intellectual property matters

Represents early-stage companies in private offerings of securities, employment and intellectual property issues

Represents buyers and sellers of public and private companies

Represents technology companies in negotiating and carrying out strategic alliance and joint venture agreements

Advises public companies and their directors and officers on securities law, mergers and acquisitions, reporting obligations, proxy solicitations, disclosures under Regulation F-D, Section 16 reporting rules

Recent Transactions

Represented a manufacturing company in an acquisition of the assets of another manufacturing company in a cash transaction leveraged with bank senior secured debt and mezzanine financing provided by a private equity fund

Represented an early-stage software company in its initial outside financing round

Represented a public software company in an acquisition of another software company in a stock transaction exempt under Section 3(a)(10) of the Securities Act

Represented a professional services firm in a series of venture capital investments in and strategic alliances with early-stage technology companies

Represented a NASDAQ-listed public pharmaceutical company in a corporate restructuring involving a "PIPE" private placement with registered resale, negotiation of a senior debt facility and the sale of two subsidiaries

Advised an early stage internet e-commerce company in structuring and carrying out a series of corporate finance transactions including a reverse merger with a public reporting company  
Counseled a manufacturing company on structuring and negotiating a series of proposed leveraged acquisitions

Represented a software company in the formation of a foreign joint venture

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**Tripp Peake, Managing Partner of both Long River Ventures and Worcester Capital Partners**

Tripp Peake is a Managing Partner of both Long River Ventures and Worcester Capital Partners and brings 18 years of venture building and investing experience to the funds. Immediately prior to Long River, Tripp was a partner at Kestrel Venture Management, where he focused on the management of Mass Ventures Equity Fund, a \$14 million early stage fund established in western Massachusetts in 1997. Tripp serves or has served on numerous boards as board member or observer, including Clarity Imaging, Optasite, Profile Systems, Protodyne, Reconda International, Sovereign Hill Software, and WRNX Radio. Before joining Kestrel, Tripp was co-founder and CEO of two venture development consulting companies: Mass Ventures, based in Amherst, MA and associated with the University of Massachusetts; and Science Park Associates, based in New Haven, CT and associated with Yale University. Both of these companies provided university spin-offs and regional entrepreneurs with strategic and financing advice and helped raise over \$50 million in private equity for 18 different early stage ventures. Tripp holds a B.A. from Dartmouth College and an M.B.A from Yale University. Tripp lives in Amherst, MA and operates out of both the Hadley, MA and Worcester, MA offices.

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**Sam Ortiz, Senior Loan Analyst, Western Massachusetts Enterprise Fund**

Came to Springfield, MA in 1970 upon graduating from high school in PR. Completed his college education in 1980 and began working at a local bank that same year with increasing levels of responsibility and becoming vice president of commercial lending in 1987.

Worked as a director of business program for a local community development agency before connecting with the Western Massachusetts enterprise Fund in 1997. My current function with the Western Massachusetts Enterprise Fund is as a senior loan analyst.

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**Linda Plano, Associate Director of the Massachusetts Technology Transfer Center (MTTC)**

Dr. Plano is the Associate Director of the Massachusetts Technology Transfer Center (MTTC), an organization dedicated to the commercialization of technologies developed in the state's nonprofit research institutions. The MTTC has a number of programs designed to support entrepreneurs, including technology showcases such as the Conference on Clean Energy and the Nanotechnology Commercialization Conference, Platform events in which entrepreneurs pitch their ideas to a small, hand-picked audience of investors and industry professionals for strategic feedback, and semiannual awards programs to provide marketing and prototype development funds. Dr. Plano has experience in high tech enterprises ranging from her tenure as a research scientist for a startup company through Vice President of New Business Development for a small company that she helped to sell. At the MTTC, her primary focus is as coach for aspiring entrepreneurs. Dr. Plano earned a BS in Physics from MIT and her PhD in Materials Science and Engineering from Stanford University.

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**Nick P. Triano, III, Counsel, Goodwin Procter**

**Areas of Practice**

Nick Triano, a counsel in the firm's Business Law Department and member of its Life Sciences Practice, has extensive experience within the life sciences industry. He joined Goodwin Procter in 2006.

**Work for Clients**

Mr. Triano provides legal counsel to and performs patent prosecution and IP portfolio analysis, due diligence and IPO work for large and small biotech pharmaceutical companies, especially those involved in small molecule development. The technologies which his clients have developed or utilized include nucleic acid signal amplification, GPCR receptor compounds, small molecule anti-cancer compounds, bone and skin replacement materials, printing and imaging technologies and anti-Alzheimer's pharmaceuticals, among several others.

**Professional Activities**

Mr. Triano is a member of the American Chemical Society, the Massachusetts Bar Association and the American Intellectual Property Law Association.

**Publications/Presentations**

Mr. Triano has authored and co-authored numerous articles on a wide variety of intellectual property issues. His recent publications include "Know All the Rules When Applying for International Patents," Boston Business Journal (June 13, 2003); "International Patent Applications – Key Strategies for Business in a Global Economy," Intellectual Property Litigation Reporter (volume 10, issue 7); "SARS and Patents: Incompatible or Partners in Combating the Disease?" Intellectual Property Litigation Reporter (volume 10, issue 5); "The Single-Crystal Theory: The Paxil Case," Pharmaceutical Formulation and Quality (June/July 2003); "The Paxil Case: Composition of Matter Claims, Polymorphs and 'Follow-on' Patents," IP Strategist (June 2003); and "Intellectual Property, Insurance and Business Method Patents," The Independent Consultant (Society of Actuaries Smaller Consulting Firm section publication, June 2003).

**Professional Experience**

Prior to joining Goodwin Procter, Mr. Triano was an associate at Mintz Levin Cohn Ferris Glovsky and

Popeo in Boston, where he focused on managing client IP portfolios, preparing and prosecuting patent applications, providing legal opinions, and developing license and confidentiality agreements. He was also previously patent counsel for two large concerns, one of which is a diversified Fortune 50 company.

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#### **Karen Utgoff, Karen Lauter Utgoff Consulting**

Karen Utgoff is a market-oriented business strategist. She earned her MBA from The Wharton School at The University of Pennsylvania. As a management consultant, she is adept at collaborating with owners, executives and managers of organizations to develop and implement thorough strategic marketing solutions and business plans.

Areas of expertise:

- Strategic marketing, market-oriented business strategy and business planning.
- Tactical marketing management for new initiatives, startup, spinout and re-launch situations.
- Analysis of markets, competitors, industrial structure, and value chains.
- Development and facilitation of decision-driven planning processes.

Karen's experience spans diverse domains including bioinformatics/in silico biology, software, distance learning, older consumers, elevators, and technology commercialization.

She has led, advised, and worked on a number of economic development and entrepreneurship initiatives including: The Regional Technology Corporation/Technology Enterprise Council; The Springfield Business Incubator at the Andrew M. Scibelli Enterprise Center; and MassBedrock. Karen is a member of Women Entrepreneurs in Science & Technology (WEST), the Regional Technology Corporation, and the American Marketing Association.

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#### **Humera Fasihuddin, Program Director, NCIIA**

Humera Fasihuddin, Invention to Venture Program Director, oversees the NCIIA's acclaimed national workshop series. Humera also manages BMEidea, a national student competition in biomedical engineering. She is the co-founder of Edical May, a manufacturing and business development company enabling scale-up of new medical devices. She spearheaded the Western Massachusetts Regional Technology Corporation. Humera began her career at materials manufacturer Intelicoat. She worked her way up from operations to technical support, and finally to managing a \$40 million business unit in the CAD arena and cultivating a new digital proofing business unit. Humera earned her MBA from UMASS Amherst in 2000 and her B.S. in Mathematics (minor in Economics) from Smith College in 1992.

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