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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
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Advanced Technology & Manufacturing Center
University of Massachusetts Dartmouth

I2V UMass Dartmouth: Speaker Profiles

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Melinda Ailes, Southeastern [Massachusetts Regional Small Business Development Center \(SBDC\)](#)

Melinda Ailes joined the Massachusetts Small Business Development Center Network as a senior management counselor in November 2002. She has extensive experience as an independent consultant, commercial banker and trainer.

Prior to joining the MSBDC, Melinda worked for several local and regional banks in senior management positions with responsibility for small business lending, commercial lending, asset based lending, strategic planning and product development.

Melinda also has worked as an independent consultant for small businesses, government agencies and not-for-profit companies in the areas of financial management, capital access, strategic planning, business planning and turn-around management.

Over the years, Melinda has developed and presented numerous training programs to entrepreneurs, bankers, consultants and students on entrepreneurship, business plans, marketing, financing, and strategic planning.

In 2001, Melinda received the SBA Minority Small Business Advocate of the Year Award for both Rhode Island and the New England Region. This came in part because of her dedication to developing a new SBA guaranteed financing and technical assistance program, particularly geared to small and minority contractors.

Melinda is an advisory board member of the Urban Enterprise Equity Fund, an advisory council member of the Enterprise Community Office/Business Information Center, and a member of the American Society of Women Accountants. She earned her MBA from Boston University and her BA from McGill University.

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Bob Anderson, President, [OceanServer Technology, Inc](#)

Bob Anderson is the Company President. Prior to OceanServer, Mr. Anderson was a founder and President of IntraServer Technology, Inc. IntraServer designed and manufactured server IO modules as

an OEM supplier to the Computer Industry. After five years of technical achievements and revenue growth, IntraServer was sold to LSI Logic in 2000 for \$70M. Mr. Anderson remained with LSI for three years as Director of the Host Bus Adapters Group. Prior to IntraServer, Mr. Anderson was the Managing Director of Computer Crafts (Europe) Ltd, a startup firm engaged in the design, manufacture, and marketing of computer networking products. This project, on behalf of Computer Crafts, Inc. encompassed all aspects of the business from the initial concept to the ISO 9000 certification of an operational factory with 50 employees, a multi-national distribution network, and over \$10M in annual revenues. Mr. Anderson's experience and skills in Finance, Operations and Organizational Development contributed greatly to the early stage success of both prior start-ups. Mr. Anderson has twenty-five years of experience in firms providing components and value-added manufacturing services to the Computer Industry, and five years as a Logistics Officer with the U.S. Army. Mr. Anderson holds a Bachelors Degree from The State University of New York, and an M.B.A. Degree in Management from Bryant College.

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John Chopoorian, Chancellor Professor of Marketing, Charlton College of Business, UMass Dartmouth

Chancellor Professor of Marketing and former Chair of the Marketing and Management Information Systems Department. He received his B.S. Degree from Brown University and his Ph.D. from Florida State University. He was a Fulbright Scholar at the University of London, and has worked in product development and marketing management positions for 2 major chemical corporations, and headed entrepreneurial ventures prior to joining the faculty at UMass Dartmouth.

Dr. Chopoorian has been recognized for his strong commitment to teaching by the Division of Continuing Education and currently teaches in the areas of marketing management and international marketing. He has directed the Small Business Institute program and leads numerous student trade missions abroad to serve area businesses with management assistance while giving students valuable experience. Dr. Chopoorian previously served as Interim Dean of the College and Chair of the Management Department and has published numerous articles in business and technical journals.

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Robert Crowley, President, [Massachusetts Technology Development Corporation, \(MTDC\)](#)

MTDC's investment team possesses a wide range of early-stage investing experience as well as senior-level operating experience. The key officers have worked together for many years and are well connected in the venture capital, financial, industrial, and academic communities. The diverse yet complementary backgrounds of these individuals, their long-standing personal and professional associations, and their experience as a working team enable them to provide strong, creative, and stable investment management leadership.

In order to capitalize on the venture opportunities in Massachusetts, MTDC has developed close working relationships for the purpose of commercializing applied research undertaken at leading universities and research institutions in the state. These relationships include co-sponsorship of and active involvement with the MIT Enterprise Forum and the WPI Venture Forum as well as active membership in the Massachusetts Software Council, the Smaller Business Association of New England, the Massachusetts Medical Device Industry Council, and the Massachusetts Telecommunications Council. MTDC believes that its past success with early-stage ventures, combined with its contacts and involvement in the business, entrepreneurial, and university research communities will enable it to continue to identify promising investment opportunities.

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Pasco Gasbarro Jr., Partner, [Hinckley, Allen & Snyder LLP](#)

Pat focuses his practice in the areas of business and general corporate law, and in technology and energy matters. He serves as legal advisor to a number of small and middle market businesses, including emerging technology companies. Pat is also frequently involved in the start up, formation, acquisition, operational aspects and sale of businesses, including internationally. He has substantial experience in analyzing, structuring and documenting business transactions, and negotiating and drafting complex domestic and foreign agreements. As to energy matters, Pat is particularly knowledgeable regarding public utility regulation, and the generation, purchase and sale of electricity and of powerplant assets, and the development, purchase, transportation, sale and use of oil, coal and gas. His maritime related experience includes the construction, purchase, sale, chartering and financing of commercial and pleasure vessels. He is the firm's representative to TerraLex and to World Services Group, networks of lawyers around the world.

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Rana K. Gupta, Managing Director, [Navigator Technology Ventures](#)

Mr. Gupta has been in technology-driven business development, sales and marketing roles since 1988. He has started two companies and worked in three start-up operations, two of which were international (India and China). For all of the start-up scenarios, Mr. Gupta either governed or played a key role in the management.

Most recently, he was Product Manager for Global Services with yet2.com, a B2B marketplace for technology transfer.

Previously, Mr. Gupta founded his own business development company, IndoSine U.S. Link, Ltd., whose charter was to assist clients expand their business by finding customers, markets and technology in India, China and the U.S. Under IndoSine, he co-founded a wireless software company, International Solutions, in which he acted as VP of Sales and Marketing. IndoSine also consulted for several start-up companies, and conducted due diligence for clients wishing to enter new markets.

He was also Manager, PRC Investment Strategy for Zeneca Pharmaceuticals, in Beijing, China. Before joining Zeneca he was with Arthur D. Little, Inc. where he sold or consulted in numerous projects involving new technologies' entry strategies including market and competitive profiling. Exemplary projects included the pharmaceutical, energy, electronics and pollution control industries. Also, while with Arthur D. Little, Mr. Gupta was part of the start-up team for the Bangalore, India office.

Mr. Gupta currently serves on the boards of FQS International, Inc; PLEJ, Inc.; Polnox Corporation; HistoRx, Inc.; Assertive Design; and Renalworks Medical Corporation. Mr. Gupta holds a BA in Mathematics from Earlham College, an MS in Operations Research from Stanford University and a MBA in Finance and International Business from New York University's Stern School of Business.

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Lee Hower, Senior Associate, [Point Judith Capital](#)

Lee joined Point Judith Capital in 2005, having spent several years in a variety of venture-backed startups.

As an early employee at PayPal (IPO, later acq. by eBay), he worked as a Product Manager and later served as Director of Financial Services. After PayPal, he was part of the founding team of LinkedIn (backed by Sequoia Capital, Greylock Partners) and as Director of Corporate Development helped close the company's Series A round led by Sequoia. He also served as a consultant on corporate development matters to Epoch Innovations, developer of innovative software that addresses the neurobiological cause of dyslexia.

Lee attended the Fisher Program in Management & Technology at the University of Pennsylvania, earning a BAS from the School of Engineering and a BS from the Wharton School. He was selected as Wharton's Commencement Speaker.

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William Michael Jackson, PH.D., [Brown Research Foundation](#)

Bill Jackson is a scientist and business development executive with 30 years experience in the commercial development of new products. From 1973 to 1981 he held a series of executive positions in the Medical Products division of Corning Glass Works. In 1981 he became the founding CEO of the biotechnology company Repligen (RGEN) partnering with two professors at MIT. In 1983 he joined Brown University to launch the Brown University Research Foundation which managed the intellectual property of the University. While at Brown he founded the Brown Venture Forum to bring investors and entrepreneurs together through a series of events and forums throughout the year. He has been involved in founding over a dozen companies, several as founding CEO. Four of these have become public companies. In September 2003 he retired as President of Brown University Research Foundation.

Outside of Brown, he founded the Slater Center for Interactive Technologies and co-founded the Slater Center for Biomedical Technology. Until recently he was a director and chairman of the investment committee of Slater Technology Fund. The Fund is supported by the State of Rhode Island to make early stage investments in emerging technology based companies. The program has helped launch over 40 companies, many of which have gone on to raise significant venture capital.

Privately, Bill is an active angel investor and is a member of Walnut Venture Associates, a Boston area angel investment group and Bay Angels, a Cape Cod based group. His holdings include companies in the medical device, business software, and telecommunications sectors. His education includes an Sc.B. in Chemistry from Brown University, a Ph.D. in Physical Biochemistry from University of Massachusetts, Amherst, and a Technology Management Program at MIT Sloan School of Management.

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Tom Lambalot, Assistant Dean College of Engineering for Development, UMass Dartmouth

Tom was most recently President & CEO of two venture backed companies; SmartLink Radio Networks which focused on solving the communication interoperability problem plaguing our nation's first responders and, Envoy Networks, a provider of chipsets for use in next generation UMTS Radio Access Network (RAN) equipment. Envoy Networks was acquired by Texas Instruments in February 2002. From 1995 to 99, Tom was President of Filtronic Comtek where he led a 600 person organization with annual sales exceeding \$100M. Prior to his tenure at Filtronic Comtek, Tom held several positions at M/A-COM including product marketing manager for its Microelectronics Division. Tom holds a B.S. in Electrical Engineering from the University of Massachusetts and a Masters in Business Administration from Boston University.

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Daniel J. McCoy is Managing Director and CEO of The Jeremiah Group, LLC.

Daniel J. McCoy is Managing Director and CEO of The Jeremiah Group, LLC. His specialties include leadership assessment/development, team building, executive coaching, organizational effectiveness analysis & problem solving, business portfolio development, enterprise operating system design/implementation, root-cause problem analysis, retained executive search, and management transition counseling.

Mr. McCoy's professional qualifications include over 24 years of diverse general management, human resource, business leadership, and consulting experience – both domestic and international. Prior to joining The Jeremiah Group, LLC, Mr. McCoy served as Vice President of Arthur D. Little, Inc., the international management, applied technology, and environmental consulting firm. He has also held vice president and officer roles with domestic and international high technology, manufacturing, and professional services companies. Mr. McCoy's business building and executive development experience is significant in its breadth and depth.

A dean's list graduate with a concentration in Industrial Management specializing in organizational development, operations analysis, and labor relations, Dan has completed advanced studies in a broad range of domestic and international business/human resources disciplines.

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John Miller, Entrepreneur in Residence & Director of Operations for the Advanced Technology and Manufacturing Center, ATMC, of the University of Massachusetts Dartmouth

John Miller is currently Entrepreneur in Residence and Director of Operations for the Advanced Technology and Manufacturing Center, ATMC, of the University of Massachusetts Dartmouth. He has 25 years of experience in technology commercialization in several major industries including Fine Chemicals (Polaroid), Telecommunications (GTE), Photonics/Measurement Sciences (Federal Products), Cryogenics (XL Technology) and Materials (Micro Magnetics). Most recently, as CEO he cofounded a startup, raised \$1 million in seed funding and \$2.2 million in Grant funding, and led development through fielding of a Beta unit scanning magnetic microscope. He has been President of two companies, and has led a variety of projects including a \$20 million development that yielded 40% ROI. He has a Bachelor of Science in Engineering from the United States Military Academy, West Point, a Masters of Science in Engineering from the University of Washington, and a Masters of Business Administration from Worcester Polytechnic Institute. He has been certified as a Quality Engineer, American Society of Quality Control and as a Project Manager by the Department of Defense.

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Eileen Peacock, Dean of CCB, UMass Dartmouth

Dr. Eileen Peacock is the Dean of the Charlton College of Business. Prior to joining the University of Massachusetts Dartmouth in August 2004, she served as the Associate Dean and Professor of Accounting in the School of Business at Oakland University. She obtained her Ph.D. from the University of Birmingham, England. Her teaching interests are in managerial and cost accounting, and cost management. Her research interests lie with curriculum development, managerial accounting including activity based costing, behavioral aspects of accounting, and IT justification. Professor Peacock's interest in curriculum development led to the procurement of an \$80,000 grant to integrate technology into accounting programs.

She has published in a variety of journals and magazines including The Journal of Information Systems, The British Accounting Review, Review of Business Information Systems, Internal Auditing, Journal of Cost Management, Journal of International Accounting, Auditing and Taxation, Database and Management Accounting.

During her time at Oakland University she held the positions of Interim Dean and Chairperson of the Department of Accounting and Finance. In addition, Professor Peacock was a member of AACSB, Candidacy Committee and served on the Accounting Accreditation Committee. She has been a member of several accreditation teams, and has worked as accreditation advisor to a number of schools. Her other professional service is with the Institute of Management Accountants (IMA) having held local, regional, and national positions. Currently she is a member of Committee on Academic Relations.

She also serves as VP Accreditation for APLG, a AAA section group for leaders of accounting programs.

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Louis Petrovic, University of Massachusetts Lowell, Director – External Funding, Technology Transfer, & Partnering

Twenty years of experience in the private sector with strategic and business planning, managing technical and economic evaluations of new ventures, directing development work for various components of the coal and non-ferrous industries, and negotiating purchase and sale contracts for energy and metals.

Over fifteen years experience in academic administration of an engineering college, the administration of a University Research Foundation, and the management of a commercialization program of University owned intellectual property.

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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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NCIIA • 100 Venture Way, Hadley MA 01035 • Tel: 1.413.587.2172 • Fax: 1.413.587.2175 • www.nciia.org •
info@invention2venture.org
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