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National Collegiate Inventors & Innovators Alliance



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## I2V Urbana: Speaker Profiles

### February 24, 2007

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**Marvin Benn, Chair, MuchShelist's Intellectual Property group**

Marvin N. Benn serves as Chair of the MuchShelist's Intellectual Property group. He handles all types of intellectual property litigation and protection, and has a broad consulting and license-drafting practice with an emphasis on matters related to patents, trademarks, and computer hardware and software. He currently represents a number of cellular telecommunications and Internet industry clients with regard to patent and trade secret protection and litigation. Marvin has taught computer law as an adjunct faculty member at The John Marshall Law School since 1984. He is a member of the Chicago Bar Association (Computer Law Committee Chairman, 1989) and the Illinois State Bar Association (Computer Law Committee Chairman, 1984-88). Marvin is a member of the Leading Lawyers Network in Illinois and, in the February 2006 issue of Chicago magazine, was designated an Illinois Super Lawyer, an honor given to the top 5% of attorneys in the state. Marvin received his Bachelor's Degree in Electrical Engineering from the University of Illinois, and later his JD from the University of Illinois College of Law.

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**Connie Capone, Partner, JK&B Capital**

Ms. Capone joined JK&B Capital in 1997, at the start of the first Fund, and has focused on the communications sector working with companies such as Ubiquity (UBQ), CoreTek, Daleen Technologies, Exodus Communications and Openwave (Phone.com).

Prior to joining JK&B, Ms. Capone spent four years with Booz Allen & Hamilton as a Senior Manager in the Telecommunications and Media Practice. She started her career in the Operations/Strategy Group, and then specialized in telecommunications as the Telecom Act of 1996 was beginning to unfold. She consulted on a variety of projects for large Fortune 50 companies such as strategic positioning, brand management, channel/go-to-market strategies, outsourcing and reengineering and was specifically involved in engagements related to the deregulation of the telecommunications industry.

Before Booz Allen & Hamilton, Ms. Capone worked in the audit and systems consulting practices of Price Waterhouse and at Baxter Healthcare. At Price Waterhouse she had major management responsibility for the first implementation of SAP financial software at its first US deployment at DuPont Corporation.

Ms. Capone is a Certified Public Accountant. She earned a Bachelor of Arts in Finance/Accounting from

Pennsylvania State University and a Master of Business Administration from the Harvard Business School.

Ms. Capone is currently on the Board of Directors of NextIO <<http://www.nextio.com/>> , and participates with the Board of Directors of EZchip Technologies <<http://www.ezchip.com/>> .

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#### **John Fox, President, Venture Marketing**

John Fox has extensive experience as an entrepreneur and C-level new business developer for technology-enabled businesses. John has led the launch or re-launch of 44 companies, resulting in double and triple-digit revenue growth for every client served.

Prior to founding VM ten years ago, he was the senior executive responsible for Business Development and Marketing at Productivity Point International, the top computer training franchisor. Under John's leadership, revenues grew from \$6M to \$100M before the firm's sale to Michael Milken and Larry Ellison. Previous to this, John was Director, New Market Development for modem maker, Telebit, where he established a \$3M data-over-cellular business which added \$2/sh (17%) IPO valuation, inked a contract with Mexico's IUSACELL—a deal responsible for 7% of the company's revenue that year and set up a \$5M technology joint-venture in conjunction with Morgan Stanley. Before Telebit, he was on the start-up team of U.S. Robotics as Sales and Marketing Director—capturing a \$14M OEM contract and creating USR's popular Courier line of computer modems—the world's top-selling computer modem. John began his career with Intel as a field sales engineer. Before his 26th birthday, he had grown his territory from \$257K to \$5.2M, all from technology start-ups and small businesses. In 1983 he was given Intel's Individual Achievement Award for that year.

John is a graduate engineer from the University of Illinois at Urbana-Champaign in Computer Science. He earned his MBA from Keller Graduate School of Management.

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#### **Mel Gaceta, Investment Manager, Motorola Ventures**

Mel Gaceta is an Investment Manager of Motorola Ventures, based in Schaumburg, IL. In this role, Mel identifies, executes, and manages strategic minority private equity investments on the behalf of Motorola.

Prior to his current role as Investment Manager, Mel spent 3 1/2 years as the Division Controller for Motorola Ventures where he was responsible for the internal financial management of the group and portfolio, which includes budgeting, valuation and pre/post deal execution financial oversight. Prior to Motorola Ventures, Mel held diverse finance roles in Motorola Credit Corp., Cellular Infrastructure Group, Components Products Group, Personal Communications Sector and most recently in Network Management Group. There he was a Controller and finance team leader in various cellular license bids.

Mel holds a MBA from DePaul University, with a concentration in Finance, and a BS in Accounting from University of Illinois.

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#### **Peter H. Hackbert, Visiting Scholar, Academy for Entrepreneurial Leadership, UIUC**

Peter H. Hackbert is currently a visiting scholar within The Academy for Entrepreneurial Leadership on the University of Illinois at Urbana-Champaign campus, and formerly the Harold Walter Siebens Endowed Chair in Entrepreneurship at Sierra Nevada College from 2001 to 2006. Prior to joining Sierra Nevada College, Hackbert was a tenured professor at California State University Monterey Bay teaching marketing, e-commerce and entrepreneurship from 1996 to 2001.

As a teacher, scholar, public speaker, social and civic entrepreneur and consultant, Dr. Hackbert is a nationally recognized expert in entrepreneurship education. Building upon his research and teaching interests in career pathways, emerging growth companies in high-technology and new product/service he contributes to the infusion of the entrepreneurial mindset for students and entrepreneurs who may have little or no business or management education background.

Known as an innovative teacher, he has been a pioneer in encouraging students and institutional involvement in service-learning collaboration, creating a faculty culture supportive of experiential learning outcomes, and strengthening partnerships to foster community-based learning.

Dr. Hackbert has been a frequent speaker at numerous academic and industry conferences on creativity, opportunity recognition, value added marketing, guerrilla marketing, principle of special events marketing, online e-learning and "live case" study procedures and entrepreneurial practices.

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#### **Andrew Honegger, Co-Founder and Vice President of Microlution, Inc.**

Microlution's core team consists of two recent University of Illinois M. S. Mechanical Engineering graduates, Andrew Honegger and Andy Phillip. In their two years as graduate students, "Andrew and Andy", as they are often called, became known within the field of micro-manufacturing. They have presented their work at the International Manufacturing Technology Show in Chicago, IL (the world's largest manufacturing show), at the Micro-Manufacturing Conference sponsored by the Society of Manufacturing Engineers in

Minneapolis, MN, and to project sponsors from the U.S. Army in Rockford, IL. Their work was also highlighted at the Worldwide Technology Evaluation Center (WTEC) Workshop on Micro-Manufacturing in Washington, DC.

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#### **Chuck House, Executive Director, Stanford University's Media X Lab**

Chuck House has been involved as an intrapreneur and a leader of creative development teams his entire career. Perhaps best known for work in defining and creating the logic analysis instrumentation field, which was inspired by earlier work in directed-beam computer graphics displays, House recently led the Virtual Collaboration work for Intel's IT Innovation Research group.

Chuck House was recently appointed Executive Director for Stanford University's MediaX program, as well as Senior Research Scholar in the Center for Studies in Language and Information (CSLI). His current interests focus heavily on issues of communications modalities, especially collaboration systems, graphical and multi-media literacy; and educational and knowledge transfer issues. Instrumental in establishing the Center for Information Technologies and Society at the University of California, Santa Barbara, House has long involvement in Information Systems and their impact on society.

Chuck has been involved in many entrepreneurial endeavors. He was the turnaround leader at Informix; led Veritas Software from start-up to IPO; and was the CEO of Spectron Microsystems. In addition, he was the founder of several other companies, including Red Rock Reports, InnovaScapes, and Los Robles. Chuck also spent twenty-nine years at Hewlett-Packard, where he started numerous business units for the company.

Chuck's other affiliations include President, ACM, 1996-1998; and Vice President, Publications, IEEE, 1985-1987. He was General Chairman of ACM1, a major "futures" conference in March 2001 with Moderator Bob Metcalfe. House was a charter Board member for NTU, America's first satellite-based University program (1984-1988). A member of the winning team of Computer Bowl II, 1990, along with Bill Gates, House has served sixteen years on the Computer Museum Board of Directors.

Chuck is on the Advisory Board for the Technology Entrepreneur Center at Illinois, and is a longstanding Network Member of the prestigious Global Business Network, in Emeryville, CA. He chaired the IEEE Entrepreneurial Roundtable in July 1998 in Palo Alto, reported in IEEE Spectrum (Sep '98).

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#### **David Kellner, CEO, Caviton, Inc**

Mr. Kellner is a biological and environmental chemist with extensive experience in environmental monitoring and remediation, as well as spectroscopy. Mr. Kellner brings small business experience, along with strong program management and leadership skills to Caviton.

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#### **Ronald L. Kirschner, M.D., President, Heartland Angels, Inc.**

Ronald L. Kirschner, M.D. is President of Heartland Angels, Inc. Dr. Kirschner has a broad background in healthcare, start-ups and private equity. Dr. Kirschner practiced medicine for 23 years and anesthesia for 17 of those years. He taught at Illinois Masonic Medical Center and was an Assistant Professor at Southern Illinois University School of Medicine. He was President of Irving Park Chapter of the Chicago Medical Society.

While practicing medicine, he started 3 companies of his own in the healthcare field dealing with Nutrition, Managed Care, and Utilization Review. He has been a consultant on healthcare issues to the State government and on funding and market strategies to both entrepreneurs and early stage companies. He was the VP of Technology Development for CDIB Biotech, Inc., a Midwest Biotechnology Venture Fund (started by [China Industrial Bank](#)) where his roles was to assist in the discovery and funding of early stage biotechnology in the Midwest and Canada. He was principal in the funding decisions concerning, among others, [Aegera Therapeutics](#), [Immunicon](#), and VitaGen (now Vital Therapies, Inc.). He was active in advising local companies, e.g., Neuronautics, on options relating to funding opportunities and was involved with the Board of Directors for [Phytoceutica](#).

Dr. Kirschner received his BA from Beloit College and was awarded his Medical Degree from St. Louis University. He has completed residencies in Emergency Medicine at the University of Chicago and in Anesthesia at West Virginia University. He received his MBA in Finance from DePaul University.

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#### **Dr. Brian P. Lilly, Adjunct Associate Professor, Technology Entrepreneur Center UIUC**

Brian Lilly is a faculty member in the Technology Entrepreneur Center at the University of Illinois at Urbana-Champaign. Dr. Lilly's entrepreneurial experience includes founding and managing several companies. He is president of SmartSolutions, Inc., which manufactures and sells products he designed for the outdoor recreation and vehicle industries, and is also vice president of Ergo-Tech, Inc., which manufactures and sells a patented line of industrial washdown equipment throughout North America.

Professor Lilly received his B.S. and M.S. in General Engineering and his Ph.D. in Aeronautical Engineering from the University of Illinois at Urbana-Champaign. Professor Lilly teaches Introduction to

the Business Side of Engineering and Introduction to Technology Entrepreneurship.

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#### **Lesley Millar, Director of the Office of Technology Management (OTM), UIUC**

Lesley Millar, was appointed Director of the Office of Technology Management (OTM) at the University of Illinois at Urbana-Champaign in 2006 after serving as Interim Director for most of 2005; she originally joined the Office in 2002 as an Engineering Technology Manager.

Prior to joining the OTM, Ms. Millar had an extensive career in government in England where she worked in consulting, contract and small business management, strategic planning, and policy development. Her direction during 13 years of service as a Section Leader for Information Technology Strategy and Consulting in the Bristol City Council involved interactions with both national government and local community leaders. Ms. Millar also oversaw a team managing the introduction of new legislation to the Bristol city council, and was subsequently responsible for the award, implementation, and management of contracts across a range of service areas.

A native of Scotland, Ms. Millar earned a bachelors degree in Education Dunfermline College (now part of the University of Edinburgh) and came to the United States for a masters degree in Education at the University of Georgia, Athens. While earning her MBA at the University of Illinois at Urbana-Champaign, Ms. Millar also served as the Executive Student Director of OSBI Consulting, where she managed operations of the consulting arm of the MBA program.

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#### **Rob Schultz, Senior Director, IllinoisVENTURES**

Rob Schultz is a Senior Director with IllinoisVENTURES where he is responsible for managing the Champaign, Illinois office. In his role, he evaluates investment opportunities and works with early stage companies on all strategic, operating, financial and business development activities.

Rob is the Founder and former CEO of DigitalWork, Inc., a small business services company and a Draper Fisher Jurvetson, TL Ventures, Dell Ventures and Attractor portfolio company. As CEO, Rob led the company in building an award-winning service, raising over \$70 million from top-tier venture firms, leading the Company through an IPO process, hiring over 140 talented employees, acquiring over 10,000 customers and developing partnerships with such leading companies as AOL, Dell, Office Depot, and Wells Fargo. Prior to DigitalWork, Rob was the President of Nequity, a subsidiary of Signet Bank that was acquired in 1997. Prior to Nequity, Rob was a consultant with McKinsey and Company and Deloitte and Touche. In 2000, Rob was a Year 2000 Ernst & Young Entrepreneur of the Year finalist. He was named as one of the "100 most important executives, decision-makers, financiers and idea people in the Chicago Internet community" by Crain's Chicago Business and one of the "top 100 people who put the 'new' in Chicago's new economy" by i-Street Reporter. Rob has been a frequent guest lecturer at the University of Chicago's Graduate School of Business since 1994, is a member of the Economic Club of Chicago.

Rob received an MBA in finance from the University of Chicago and a bachelor's degree in economics from Northwestern University.

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#### **Alan Singleton, Singleton Law Firm, P.C.**

Mr. Singleton provides legal services to business clients with respect to corporate, intellectual property, securities law and other legal matters. He frequently assists entrepreneurs with selection and organization of an appropriate entity and also with obtaining capital. He has formed business entities such as limited liability companies, subchapter S corporations, subchapter C corporations, professional corporations, and not-for-profit corporations, including private foundations. As well, Mr. Singleton has assisted clients with mergers and acquisitions, implementing stock option programs, venture capital investments and angel investments.

A member of the patent bar, Mr. Singleton represents clients in the areas of patent prosecution, trademark prosecution, copyright registration, negotiation of licenses, and negotiation of joint development agreements. He is familiar with the University of Illinois policies on technology transfer and has negotiated licenses of University technology. Mr. Singleton's real estate law experience includes counseling clients in the areas of purchases and sales, leases, installment contracts, like kind exchanges, and zoning and land use issues.

Mr. Singleton is active in both the business and educational communities. He has served on the Advisory Boards of a number of local high tech companies. He is a member of the business plan review group Second Saturday and has served as an officer and on the board of ECI Emerge.

Mr. Singleton maintains an adjunct faculty appointment with the University of Illinois College of Medicine. He has served as a guest lecturer at the University of Illinois MBA course on technology commercialization, the senior Capstone Design Course in the Department of Agricultural and Biological Engineering and as a guest speaker at the TEC, and at medical residency programs throughout the state.

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#### **Harlee Sorkin, Principal, Mentor Management, LLC**

Harlee Sorkin is a Principal with Mentor Management, LLC, a private equity firm that provides management consulting services and capital to select early stage manufacturing and service businesses that have demonstrated the potential for superior growth and profitability. With a focus on marketing and sales, Mentor Management looks to empower highly skilled managers who are capable of successfully taking their businesses to higher levels.

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