

Dirk D. Brown

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Strong experience in company formation and growth, strategic market positioning, and general management. Specific strengths include (i) new venture formation and financing, (ii) product development based on new technologies, (iii) strategic and tactical market penetration, (iv) intellectual property strategy and management, (v) joint development and licensing negotiations, (vi) assessing and building high-performance organizations, (vii) implementing business processes and systems, and (viii) management during rapid sales and infrastructure cycles.

University of South Carolina, Columbia, SC

Director of the Faber Entrepreneurship Center

7/2011 – present

Clinical Assistant Professor, Darla Moore School of Business

Joint appointment at the University of South Carolina (USC) supported by the Moore School of Business, the College of Engineering & Computing, and Innovista. Oversight of entrepreneurial activities at USC and elsewhere within the State of South Carolina, including teaching, advising, coordinating internships, initiating and supporting joint ventures, developing entrepreneurial infrastructures (systems and processes), running commercialization projects, and fundraising support.

- Drove the core teaching, consulting, and brand emphasis of the entrepreneurship program at the University of South Carolina around two key elements of high-impact companies: international business and intellectual property strategy.
- Developed and taught courses on (i) entrepreneurship and (ii) intellectual property strategy & management at the MBA level. Developed similar courses for executive education.
- Active member of the Board of Managing Directors for the USC/Columbia Incubator and of the Oversight Committee for the Center for Entrepreneurial and Technological Innovation.
- Supported commercialization efforts with Savannah River Nuclear Labs, Greenwood Genetic Center, various schools at USC, and elsewhere in South Carolina.
- Active participant in an action group formed during the 2011 Liberty Fellowship Summit.

Pandoodle, Columbia, SC and Mountain View, CA

CEO

1/2009 - present

General management of a privately-financed company based on proprietary digital media technologies (developed internally, acquired, and licensed). Strategically positioned Pandoodle as the first company able to do cost-effective, fully-personalized video. Moved the core Pandoodle team from Silicon Valley to Columbia, SC in July 2011. Chairman of the Board.

- Recruited a top tier management team, including David Ludwigsen (former Chief Architect for Barnesandnoble.com), Phil Roman (founder of Film Roman Studios), and Bob Bacon (former EVP in charge of production of all Disney Feature Animations).
- Secured >\$900K of convertible debt financing (including \$200K from SCLaunch) to support early team-building and technology development. Launched the first technology platform to offer fully personalized animated videos and contextual product placement.
- Negotiated an exclusive contract with a TV-animation to produce personalized and interactive products based on their content. Additional agreements under negotiation.

Neoconix (formerly Epic Technology), Sunnyvale, CA

Executive Vice President, Marketing & Corporate Strategy

6/2006 - 7/2009

CEO (Epic Technology)

1/2003 – 6/2006

Founded and ran a venture capital-funded company developing and manufacturing electrical connectors based on patented and proprietary technologies (developed internally). Established a solid executive team and production revenue base for the company and then recruited a public company CEO to position the company for an exit. Member of the Board of Directors.

- Raised \$39M in venture capital investment and drove the company valuation from inception to \$71M in ~4 years.
- Implemented a comprehensive strategy to protect intellectual property internationally, with >23 key patents allowed in the U.S. and >24 patents allowed in foreign countries to date. Strong patent portfolio resulted in a \$30M pre-money valuation prior to any revenues.
- Developed a new, patented electrical contact technology & shipped prototype samples of electrical connectors based on this technology in less than 18 months for testing by Fortune 100 companies (>\$1.5B TAM), displacing large, established suppliers at Tier 1 accounts.
- Set up a 25,000 sq.ft. development & manufacturing facility in Sunnyvale, CA and negotiated a volume manufacturing relationship with the world's second largest substrate supplier in which they purchased >\$1.5M in dedicated equipment for Neoconix.
- Established sales channel agreements with several large connector companies (including 2 out of the 5 largest in the world) increasing the qualified revenue pipeline by >\$100M/year.

High Connection Density (HCD), Sunnyvale, CA and Ithaca, NY

Executive Vice President, Operations and Marketing

1/1999 – 1/2003

Strategic Planning and General Management of all operations with responsibility for the P&L, balance sheet, and cash flow, as well as sales, marketing, engineering, and manufacturing for a private company making electrical connectors and high-density electrical subsystems. Moved to Ithaca, NY to join HCD as the first non-founding executive shortly after it was spun out of Cornell University's Materials Science & Engineering Department by the CEO, a professor from Cornell. Relocated the company from Ithaca, NY to Sunnyvale, CA in 2000.

- Defined a detailed business plan to secure \$22M in early stage equity investment with an exclusive patent license from Cornell University.
- Established a 16,000 sq.ft. development facility in Sunnyvale, CA, developed three proprietary connector and electronic packaging technologies, and drove annualized revenues to several million dollars in less than two years.
- Supported the fundraising and startup of a separately funded \$90M manufacturing facility in Taiwan to support HCD's volume manufacturing requirements.
- Negotiated two separate agreements to license a proprietary memory module technology to Samsung and to Sanmina-SCI with up-front fees and royalty payments representing several million dollars in annual revenue.
- Drove proprietary product design wins at Intel and Cisco and initiated business at Sony, Compaq, and other major accounts, positioning HCD as a high-volume subsystem supplier.

Advanced Micro Devices (AMD), Sunnyvale, CA

9/1995 – 1/1999

Member of Technical Staff, Advanced Interconnect Development

Process and patent development lead on thin metal films and metal interconnects for a global provider of microprocessors, flash memory devices, and silicon-based solutions.

- Selected as one of only five people hired into AMD's engineering rotation program in 1995.
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Education

- Masters of Business Administration (MBA) San Jose State University, California, USA (1998)
- Ph.D. in Materials Science and Engineering Cornell University, New York, USA (1995)
- M.Eng. in Applied Physics Cornell University, New York, USA (1991)
- B.Sc. in Applied Physics/ Electrical Eng. Queen's University, Ontario, Canada (1990)

Fluent in French. Intermediate Japanese (Studied at Shibusawa Language School in Japan).
Extensive coursework in German and Spanish.

General Experience

- Charter member of the C100 (the 100 most influential Canadian executives in Silicon Valley).
- Over 25 patents in the areas of semiconductors, electronics, and digital media technology.
- Over 30 technical papers and journal articles from work at Neoconix, HCD, AMD, Cornell University, CSEM (Swiss Center for Microelectronics), and the National Research Council of Canada.
- Co-authored two chapters on International Intellectual Property Strategy & Management in a book published by China International Intellectual Property Services in 2011.
- Several invited talks and panel discussions in the areas of digital media, intellectual property, and advanced electronics from 1994 - 2011.
- Member of the Licensing Executive Society (LES) 2010 - present.
- Industry mentor for the Semiconductor Research Corporation from 1995 - 1999.
- Member of the Joint Electron Device Engineering Council (JEDEC) from 2000-2003.
- Member of the Materials Research Society (MRS) from 1993-1999, Editor in 1997.