

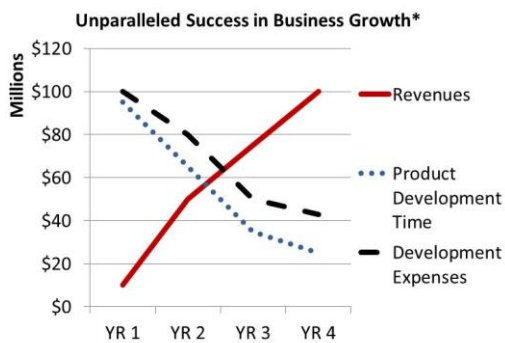
INTERIM COO → EXECUTIVE VICE PRESIDENT → SENIOR VICE PRESIDENT → VICE PRESIDENT GLOBAL PRODUCT ENGINEERING

AWARD-WINNING ENGINEERING EXECUTIVE and BUSINESS TRAILBLAZER

igniting performance and driving shareholder value to unparalleled achievement

BILINGUAL BUSINESS TURNAROUND TECHNOLOGY EXECUTIVE with expertise building top-performing companies and rescuing underperforming organizations through ingenuity, global collaboration, and unstoppable momentum. Drove profitability by leveraging supply-chain systems and partner ecosystems. Led organizations to exponential growth through product design, engineering, system manufacturing, and platform development. Accomplished negotiator competing with billion-dollar corporations and winning major agreements with companies such as Fortune 100 Inc.

internet of things • utilities • smart grid • transportation • medical devices • electronics



*illustrative

“Idar was a critical part of the team presenting the 13 Fortune 500 selected prospective buyers. His product and technology presentations were excellent and helped the company obtain a **60% PREMIUM OVER THE INITIAL OFFERS.** He understands technology and business—a rare combination.”

JOHN A. SMITH, CEO, FORTUNE 100 COMPANY

CRITICAL LEADERSHIP COMPETENCIES

Revenue Growth and Profitability	Intellectual Property Protection	Inventor: Patents and Trade Secrets
Licensing Partnerships Agreements	Technology Platform Development	Critical Hardware Software Development
Mergers Acquisitions Integrations	R&D Leadership SaaS Development	Business Scalability Quality Assurance
Product Development Optimization	P&L Accountability Cost Reduction	Top Talent Recruitment Selection
Staff Leadership and Development	FAA FRA Regulatory Compliance	Cultural Competence Global Operations

PROFESSIONAL EXPERIENCE

PRINCIPAL CONSULTANT **Idar Janns Consulting, San Jose, CA** 2013 – PRESENT

Global consulting practice leading technology solutions for energy, transportation, and infrastructure sectors. Includes product development, market growth, venture capital, and sales pipeline. Selected projects:

- Won solar manufacturer contract in Morocco, and in 3 months led technical-business strategy to banks and institutional investors, raising **\$2M** investment dollars, and **\$200M+** sales pipeline.
- Acquired smart grid contract and led product development, recruitment, lab infrastructure, product development, web-based reporting, and controls design **worth \$11M.**

DELIVERED WINNING CUSTOMER AND INVESTOR PRESENTATIONS FOR A HIGH-MARGIN PRODUCT WITHIN A MULTI-BILLION-DOLLAR GLOBAL MARKETPLACE, DELIVERING A 25% ROI TO GHOST INVESTORS.

VICE PRESIDENT, ENGINEERING and OPERATIONS **MidCap Co., Seattle, WA** 2011 – 2013

Reporting to President, recruited to MidCap Co., a ghost-investor funded start-up in the smart grid industry, to provide power systems and power correction devices to utilities and data centers for the western coastal region.

- **Raised \$9.9M capital** and built company financial infrastructure ensuring financial compliance and creating corporate governance oversight.
- **Delivered \$5.5M** to investors by defining, developing, and maturing 3 smart-grid product platforms.

(MidCap Co., continued)

- Negotiated and selected **multi-million dollar** supply chain agreements and recruited sought-after specialists through off-shore partners.
- Established regulatory and safety compliance, managed DOE (**\$2.2M**), and ARPA-E (**\$4M**) government grants.
- **Won a \$700M** proposal with Global Top Search Engine—highly favored over competing billion-dollar companies.

VICE PRESIDENT – GLOBAL ENGINEERING AND DE-FACTO HEAD of PRODUCT MANAGEMENT 2006 – 2011

Graption International, Sharpsville, PA

An \$90M company producing safety-critical wireless automation and remote controls for Class 1 railroads, short-lines, industrials and remote controls for cranes and mining equipment. Reported to the CEO with 140 direct reports.

- **Directed design and release of four platforms and 18 new products** for safety-critical, wireless-enabled automation and controls including M2M (cloud-based) for in-yard freight locomotives.
- Organized and executed cloud-based strategy for full product life-cycle management for **1M+ documents** and associated KPI's which was adopted globally across critical functions.

GENERATED \$110M+ ANNUAL REVENUES BY RELEASING 3 MAJOR PLATFORMS AND 6.2M+ LINES OF SOFTWARE.

- **Increased margin zero to 20+% EBITDA** by integrating global engineering and product management personnel in Washington, Pennsylvania, Montreal, Toronto, London, and off-shore.
- **Engineered successful sale of the company for \$90M cash** by creating pitch strategy and delivering riveting presentation to the purchasers while being supported by investment bankers and equity partners.

MANAGER – OUTSOURCING & SYSTEMS-DESIGN AUTOMATION and POWER ELECTRONICS 2002 – 2005

Hampton-Strickford, (Uber Technologies Aerospace Systems), Plainsville, IL

Reporting to CEO, 50 direct reports and P&L \$8M, recruited to Aerospace Division of \$69B Uber Technologies Corporation. Served as pivotal player in winning \$445M+ program for aerospace systems.

- **Achieved \$1B award by creating winning business strategy** for product offering for Major Airplane Streamliner.
- Slashed product development times to approximately **65% of original times** and achieved new record for product recurring costs 33%+ net of previous costs.

DROVE PROFITABILITY BY \$5.6B FY 2005 BY USING LOW-COST OUTSOURCING STRATEGIES.

- Transformed operations by adopting game-changing software testing process that reduced examination time by **40%** and led to major improvements in product reliability.
- Executed plans for intellectual property protection and negotiated 10+ major development proposals for aerospace electronics, software, and test hardware with low-cost, high-value international suppliers.

PREVIOUS PROFESSIONAL EXPERIENCE

VICE PRESIDENT PRODUCT DEVELOPMENT – Maxim Electronics | 2000 – 2002

DIRECTOR OF ENGINEERING – Sunlife Power Systems | 1996 – 2000

VICE PRESIDENT, ENGINEERING – Amerix Corporation | 1990 – 1996

DIRECTOR OF ENGINEERING AND NEW PRODUCT DEVELOPMENT – Allsco Electric | 1982 – 1990

SENIOR TECHNICAL FELLOW AND PROJECT MANAGER – Carbide Electronics | 1980 – 1982

DESIGN ENGINEER – Major Electric Company | 1978 – 1980

FORMAL EDUCATION ⇨ EXECUTIVE TRAINING ⇨ PATENTS

Bachelor of Science Degree in Electrical Engineering, with honors and distinction – Duke University

Master of Science Degree in Electrical Engineering – M.I.T.

Corporate Strategy Development | University of Maine – Yardon Business School

General Management for Technology Executives – Yale University

Patents | “Enhanced Source Power Control” | “Harmonic Sourcing of UPS’s” | “Integrated Energy UPS”