



Preferred Provider Listing

Last Updated 1/18/2010

Preferred Providers are specialized federal grant writing, proposal editing and assistance professionals who have agreed to provide their services to the Innovation Partnership clients who have been awarded a MicroGrant, MicroVoucher or Federal Marketing Assistance (FMA) funding.

These professionals should be contacted by IPart clients as early as possible, prior to a federal solicitation deadline in order to secure services. All terms and conditions for securing proposal assistance from the providers are negotiated directly between the client and the Preferred Provider. See the MicroVoucher program guidelines for specifics about working with a Preferred Provider.

Please click on the Provider name to go directly to their annotated listing. More detailed information on each Provider is available either directly from their website or by direct contact.

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Artemis Solutions

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>Kathleen Czupich Bucks County Biotechnology Center 3805 Old Easton Road Doylestown, PA 18902 Phone: (215) 489-4944 Fax: (215) 489-4920 Email: Kathy@hepb.org Web: www.pabiotechbc.org</p> | <ul style="list-style-type: none"> ■ Ms. Czupich has over 20 years experience in business development, budgeting and all aspects of finance and grant administration. Prior to forming Artemis Solutions, Ms. Czupich was the CFO of the PA Biotechnology Center, Institute for Hepatitis and Virus Research and the Hepatitis B Foundation and was the point of contact for all NIH grants and other government funding totaling more than \$3m. Ms. Czupich was the founding administrator for the Institute for Hepatitis and Virus Research and the Pennsylvania Biotech Center and was integral in all aspects of the establishment, funding and growth of those organizations. Currently, Ms. Czupich is located at the PA Biotech Center and works with entrepreneurs in all aspects of business development and ongoing administrative support specializing in the submission and administration of SBIR grants. ■ Ms. Czupich has extensive experience in the submission of SBIR grants to the Department of Defense (DOD) and the National Institutes of Health (NIH). Other submissions include competitive contracts and other grants with the DOD, NIH, Department of Education and Homeland Security. Specific areas of technology include all aspects of biotechnology including novel therapies, biomarkers and medical devices. ■ Ms. Czupich holds a B.S. degree in Accounting from the Pennsylvania State University and an M.B.A. from Lehigh University, Bethlehem, PA. ■ Services include grant preparation and review, budget compilation and justification, preparation of the electronic submission package, assistance in building research teams and accessing needed facilities, equipment and resources. |

Biotechnology Business Consultants, LLC

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>Kurek, Lisa M. Managing Partner Biotechnology Business Consultants, LLC 803 N. Main Street Ann Arbor, MI 48104 Phone: (734) 930-9741 Fax: (734) 930-6629 Email: lisa@bioconsultants.com Web: www.bioconsultants.com</p> | <p>BBC is nationally recognized for its expertise in the SBIR/STTR Grant Program. Clients requesting assistance with SBIR/STTR grants range from individual entrepreneurs and start-up companies submitting their first proposal, to companies seeking to increase the number of proposals awarded, to economic development organizations and universities seeking broad-based grant assistance.</p> <p>BBC's comprehensive SBIR/STTR grant assistance program includes:</p> <ul style="list-style-type: none"> ■ Grant sourcing and identification of funding opportunities; ■ Strategic planning to integrate grant funding with business strategy; ■ Broad-based training ranging from grant basics to intensive proposal preparation; ■ In-depth scientific, business and administrative proposal review; and, ■ Post-award administration and grant management. |

Cohen International

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>Roger S. Cohen, President SBIR & Government Contracting Consulting 3 Main Street, Suite 602 Nyack, NY 10960 Phone: (845) 358-8936 Fax: (845) 358-8937 Email: roger@rogercohen.com Web: www.rogercohen.com/sbir</p> | <p>Cohen International provides expert SBIR proposal consulting and training services. Typical consulting arrangements include the following:</p> <p>SBIR Proposal Review Service Cohen will review your SBIR proposal and other submission documents and then provide:</p> <ul style="list-style-type: none"> ■ A written critique of the draft proposal. ■ A telephone debriefing. ■ A second review and written critique of your revised proposal draft. <p>Work may be accomplished on an emergency or short-notice basis, subject to scheduling and availability.</p> <p>Full Proposal Writing Service Cohen is available to prepare, write and produce your entire SBIR proposal or other government contract proposal together with you.</p> <p>SBIR Coaching and Training Service Cohen will work with you on-site or by telephone, and review with you the SBIR solicitation and related materials. Cohen can provide services including a review of the SBIR program, initial proposal strategizing, and critiquing your draft proposal. We also provide training regarding any aspect of the SBIR process. Cohen will answer your questions and review any draft written materials you may have already prepared. Cohen can also review your business plan.</p> |

Greenwood Consulting Group, Inc.

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>Jim/Gail Greenwood Greenwood Consulting Group, Inc. 1150 Junonia Sanibel Island, FL 33957 Phone: (239) 395-9446 Fax: (239) 395-9446 Email: g-jgreenwood@att.net Web: g-jgreenwood.home.att.net</p> | <ul style="list-style-type: none"> ■ Jim & Gail Greenwood have been advocates of SBIR/ STTR since their origination because they saw the value and opportunity for small and start-up companies to get much needed capital for technology-based product development without the need to repay or give up equity for it. ■ Consulting & Proposal Reviews. The Greenwoods will not write a client's SBIR/STTR proposal for them, but can provide services ranging from initial proposal strategizing and brainstorming to critiquing a client's draft proposal. Jim and Gail conduct a variety of SBIR/STTR training sessions. Please consult their website to find out where and when their sessions will be held. |

Tim Hayes Communications

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>Timothy P. Hayes, President 103 Yorkshire Drive Pittsburgh, PA 15238 Phone: (412) 963-0794 Fax: (412) 963-0795 Cell: (412) 708-3501 Email: tim@timothy-hayes.com Web: www.timothy-hayes.com</p> | <ul style="list-style-type: none"> ■ Mr. Hayes brings more than two decades of outstanding writing experience to SBIR/STTR clients. As president of Tim Hayes Communications, he works to effectively position organizations in the marketplace and to sources of grant funding through intelligent, well-reasoned and well-crafted proposal writing. Tim has worked directly with CEOs and other senior executives of major corporations, including Daimler-Chrysler, United States Steel Corp., Highmark Blue Cross Blue Shield, H.J. Heinz Company, PNC Financial Services Group Inc., Mellon Financial Corp., and the Pittsburgh Steelers to name a few. ■ Mr. Hayes is a valued communications consultant to tech. numerous companies and organizations, including Applied Computational Technologies, Automated Systems in Aircraft Performance, Nexidiom, Advos IT, the Pittsburgh Life Sciences Greenhouse, Idea Foundry, Pittsburgh Technology Council, the Carnegie Mellon University Center for Technology Transfer and Enterprise Creation, and Innovation Works. Tim has written successful federal grant proposals on light crystals and visual data analysis for Crystalplex, Inc. and Ambint Inc.. two successful Pennsylvania companies. |

Chris Laing, MRCVS, Ph.D.

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>Chris Laing, MRCVS, PhD Director Clinical and Scientific Projects University City Science Center 3701 Market Street Philadelphia, PA 19104 Phone: (215) 966-6249 Fax: (215) 966-6002 Email: claing@sciencecenter.org Web: www.sciencecenter.org</p> | <ul style="list-style-type: none"> ■ Christopher Laing, MRCVS, Ph.D. offers a range of SBIR/STTR preparation services, including assistance with strategy development, research plan preparation, commercialization sections, budget and forms, grant review, and company registration. ■ Dr. Laing works in the areas of life science, biotechnology, clean energy, and materials science, and has particular experience with applications to NIH/CDC/FDA and NSF. Dr. Laing has a special understanding of the needs of start-up companies, including those in the earliest, pre-seed stages of development. He has helped prepare funding proposals for researchers and centers at a number of universities and serves as an SBIR/STTR reviewer at NIH and NSF. |

Life Science Associates, LLC

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>Lorraine Keller, Ph.D. Principal 74 Stagecoach Rd. Pipersville, PA 18947 Phone: (215) 205-6084 Fax: (610) 294-9500 Email: lkeller11@epix.net</p> | <ul style="list-style-type: none"> ■ Dr. Keller is cofounder and Exec. VP of Immunotope, Inc. a biotechnology company developing effective and targeted immunotherapies for treatment and prevention of cancer and infectious diseases. She has an extensive background in technology assessment, business strategy, business development, competitive intelligence and communications. She is a registered Patent Agent with the U.S. Patent Office. ■ Dr. Keller is currently the Portfolio Manager for BioStrategy Partners, a non-profit Virtual Incubator providing strategic technical and business assistance to emerging life sciences companies in Pennsylvania, New Jersey and Delaware, including due diligence, corporate business and technical development assistance, investment preparation and workforce development. ■ Dr. Keller has assisted with more than 10 Phase I & Phase II SBIR & STTR grant proposals and resubmissions, BAA contract proposals and pre-proposals to the NIH and DOD Agencies. |

NC Fisher Research, Inc.

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>Nancy C. Fisher, PhD Phone: (919) 932-1389 Cell: (919) 418-2225 Email: ncfisher9470@earthlink.net Web: www.ncfisherresearch.com</p> | <ul style="list-style-type: none"> ■ Dr. Fisher holds a PhD (Genetics) from the University of North Carolina at Chapel Hill, has: served as Principle Investigator on multiple NIH and Foundation grants; as reviewer on multiple NIH study sections; developed cell-based immune function assays, bioassays and immunoassays; developed PCR-based molecular biology technologies; held research leadership roles in start-up and large medical device companies; authored 21 peer reviewed articles in internationally recognized journals. Ms. Fisher is also a Project Management Professional (PMI) certified Member, American Association of Immunologists. ■ Dr. Fisher can offer the following services to clients: Grant and Contract Writing; Grant Writing Seminars; Research Planning; BioAssay Development; Research and Innovation Management. ■ Dr. Fisher, while specializing in Biomedical/Biotech research grant writing and research consulting, she also offers Department of Defense (DoD) Contract writing services. |

Parmlee Creative & Technical Writing

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>Kristen E. Parmelee, President 7362 Marla Drive Indianapolis, Indiana 46256 Phone: (317) 578-2592 Cell: (317) 491-5051 Email: kparmelee@parmeleewriting.com Web: www.parmeleewriting.com/</p> | <p>Ms. Parmelee provides a range of SBIR/STTR proposal assistance:</p> <ul style="list-style-type: none"> ■ Final proposal review/critique, no editing ■ Proposal assistance which includes review and 1 time on-screen editing and some verbal consultation ■ Full proposal preparation assistance which may include actual electronic submittal. ■ Experience with SBIR/STTR proposal applications for all federal agencies, specializes in NIH (Phase I and Phase II). <p>Ms. Parmelee is commissioned by the State of Indiana's SBIR/STTR assistance program, to provide her services to clients referred to her by the state.</p> |

PBC, Inc.

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>Cody Farmer 7000 N. Broadway, Bldg. 1, Suite 108 Denver, CO 80221 Phone: (303) 427-1312 x202 Fax: (303) 427-0422 Email: cfarmer@pbcinc.com Web: www.pbcinc.com</p> | <p>The SBIR/ STTR proposal experts at PBC believe that following a disciplined and proven PROCESS gives clients the best chance to produce competitive proposals and to obtain significant levels of government funding for their ideas. Proposal-support services provided by PBC include the following:</p> <ul style="list-style-type: none"> ■ Assistance in identifying key collaborators/partners for the R&D team; ■ Managing the PROCESS--proposal planning, coaching, writing, editing, and production tasks; ■ Market assessment needed as part of the proposal "story" and commercialization plan; ■ Assistance with budgeting issues (e.g., direct costs, indirect rates, ODC's, fees); and, ■ Assistance in Phase I project management to boost chances for Phase II success. |

MedTech Solutions

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>Kirk Reinbold, Ph.D. 1201 Green Lane Chester Springs, PA 19425 Phone: (610) 469-1844 Fax: (610)0469-6131 Email: kreinbold@comcast.net</p> | <ul style="list-style-type: none"> ■ Dr. Reinbold will provide services to PA companies related to the preparation and submission of SBIR/STTR grant applications or applications for other sources of Federal funding. ■ Dr. Reinbold has experience with SBIR/STTR as well as other federal grants from the NIH (e.g., cooperative), NIST (e.g., ATP), BAA solicitations (e.g., DoD, NSBRI/NASA) as well as an understanding of the CRADA mechanism. ■ Dr. Reinbold's area of interest is wide, but he covers the spectrum of all life science & health care related technologies. |

Red House Consulting

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>Jocelyn Sheppard 524 E. Chestnut Street Washington, PA 15301 Phone: (724) 413-1167 Fax: (724) 223-8687 Email: jocelyn@redhouseconsulting.com Web: www.redhouseconsulting.com</p> | <p>Consulting services include:</p> <ul style="list-style-type: none"> ■ Proposal writing & development strategy; ■ Technology commercialization studies; ■ Identification of funding opportunities; and, ■ Commercialization strategy <p>Ms. Sheppard has more than 20 years' experience as a researcher & analyst, and over 10 years' experience in the field of technology transfer and commercialization. She holds an M.L.S. & a Ph.D. in English from the SUNY Buffalo.</p> <p>While at the National Technology Transfer Center (NTTC), Dr. Sheppard designed and managed commercialization feasibility studies for new technologies belonging to commercial, federal and academic clients. Dr. Sheppard designed and presented workshops on technology transfer and commercialization for NASA Field Center and NTTC audiences. She has worked closely with scientists & engineers to produce SBIR proposals, reports, and white papers. Her writing and editorial experience includes the preparation of documentation for NASA, DoDm and other government business, and academic organizations.</p> |

Rudolph Biomedical Consulting

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>Natalie S. Rudolph, Ph.D. 144 Mile Hill Road Boylston, MA 01505 Phone: (508) 869-2235 Fax: (508) 869-2728 Email: natalie@rudolphbiomed.com Web: www.rudolphbiomed.com</p> | <ul style="list-style-type: none"> ■ Rudolph Biomedical Consulting works with client organizations to: identify potential non-dilutive funding sources; design research projects and write grant proposals to fund them. Over the last 14 years, these applications have turned more than \$23m in federal and foundation R&D grants – quite a track record! ■ Dr. Rudolph has over 20 years experience in the biomedical industry, providing her with a broad perspective on bridging “cultural” differences between the worlds of academic and corporate science. ■ Dr. Rudolph has experience with both the SBIR & STTR programs, NIH basic research grants, Department of Defense (DOD) white papers, large multi-institutional collaborative grants and contracts, and philanthropic foundation grants. ■ Dr. Rudolph's client services include planning, writing, and editing the technical plans and supporting documentation, including budgets and assisting to organize and manager the SBIR/STTR application process. |

SBIR Resource Center

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>John Davis SBIR Resource Center A division of JADE Research Corporation 5 Linda Lane Severna Park, MD 21146-3234 Phone: (410) 315-8101 Fax: (410) 315-9560 Email: SBIR@win-sbir.com Web: http://sbir.us</p> | <ul style="list-style-type: none"> ■ SBIR Resource Center receives, studies, and builds proposals for, every SBIR/STTR procurement package from every agency each year since 1993. Center associates have combined over 300 man-years of successful R&D, technical project management and federal proposal experience; and they stay up-to-date through active membership in the Association of Proposal Management Professionals (the only organization for proposal professionals in the world). ■ The states of MD, VA and others have contracted with them directly to provide SBIR/STTR products, training and direct consulting services to qualified firms (paid for or underwritten by the state). A number of states & economic development organizations have purchased, and are successfully employing, libraries of these products to provide locally-sustainable, professional-grade outreach support for their small business clients. They have been approved as preferred "SBIR/STTR Service Providers" (products and services may be state funded) by the states of Kansas, Louisiana, Maryland, Virginia and Pennsylvania. ■ The Center creates special, low-cost software proposal tools [SBIR-ToolKit(TM)], electronic forms [SBIR-Forms(TM)] and detailed guidance [SBIR-Advisor(TM)] products customized to match each and every one of the SBIR & STTR solicitations every year -- this makes them the ONLY providers in the entire nation working at this detailed level of expertise for ALL SBIR agencies. Other service offerings may be viewed on the Center's website. |

Science Answers, LLC

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>Sandra Saouaf, PhD 41 Brooks Road Moorestown, NJ 08057 Phone: (609) 304-1476 FAX: (856) 273-6395 Email: saouaf@scienceanswersllc.com Web: http://www.scienceanswersllc.com</p> | <p>Science Answers is a scientific consulting company providing services in scientific and medical writing and editing, project design, targeted grant funding searches, and scientific training for biotechnology clients.</p> <p>Services Include:</p> <ul style="list-style-type: none"> ● Scientific & Medical Writing & Editing: experienced in SBIR/STTR grant proposal writing and editing for NIH and DOD submissions, scientific writing of intellectual property. Preclinical and clinical research manuscripts. Targeted grant funding searches performed. ● Project Design: strategic preclinical research project planning in cancer, immunology, and cell signaling discovery research and assay development. ● Training: extensive laboratory research experience enables training of scientists in biochemistry, cell biology and animal research techniques <p>Experience:</p> <ul style="list-style-type: none"> ● 19 years of professional scientific experience; ● Authored and edited oncology, immunology and hematology manuscripts and NIH & DOD grant proposals and US & international patent applications; ● Expert reviewer for NJ Commission on Cancer Research, Leukemia Research, Journal of American Society of Nephrology; ● Member American Association for Cancer Research, Association for Women in Science; ● Academic and industry research experience; ● PhD, University of Pennsylvania School of Medicine, immunology; and, ● BA with honors, Rutgers University, biochemistry. |

Scheirer Consulting

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>James Scheirer, Ph.D. Princeton, NJ 08540 Phone: (609) 951-8686 Email: jim@scheirerconsulting.com Web: www.scheirerconsulting.com</p> | <p>Experience</p> <ul style="list-style-type: none"> ■ More than 20 years as a senior administrator at NIH; <ul style="list-style-type: none"> ● As Chief of the Review Branch for NHLBI, Dr. Scheirer was responsible for scientific review of applications and proposals. ● As Deputy Director of the Division of Extramural Affairs, NHLBI, Dr. Scheirer was responsible for oversight of the Peer Review, Contracts Management, and Grants Management areas of NHLBI. ■ More than 5 years as Associate Dean for Clinical Research at Robert Wood Johnson Medical School, New Brunswick, NJ. ■ Formal training in epidemiology and biostatistics ■ Extensive publication and funding record. <p>Expertise</p> <ul style="list-style-type: none"> ■ Experienced presenter of seminars and workshops on grantsmanship for NIH applications. ■ Guidance on NIH policies and procedures. ■ Proposal critiques of all NIH applications ■ Proposal assistance in the areas of: <ul style="list-style-type: none"> ● Clinical Research ● Translational Research ● Biostatistics ● Epidemiology |

SciGrow, Inc.

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>SciGrow, Inc. Betsy M. Ohlsson-Wilhelm, Ph.D., CEO SciGro, Inc./NorthEast Office One Mifflin Place 119 Mt. Auburn St., Suite 200 N Cambridge, MA 02138-5700 Phone: (617) 536-8455 Cell: (617)791-4224 (answered during off hours only) Email: bmow@scigro.com Web: www.scigro.com</p> <p>Katharine A. Muirhead, Ph.D. Chief Operating Officer SciGro, Inc./MidWest Office 510 Charmany Drive, Suite 175B Madison, WI 53719-1235 Corp. Tel: (608) 441-2725 Direct Tel: (608) 824-9130 Fax: (608) 824-9381 Email: kmuirhead@scigro.com Web: www.scigro.com</p> | <ul style="list-style-type: none"> ■ SciGro, a biomedical consulting firm founded by Drs. Betsy Ohlsson-Wilhelm and Kathy Muirhead in 1996, helps small businesses translate scientific discoveries and early stage technologies into successful drugs, diagnostics, and medical devices. Together they have over 70 years of expertise in managing scientific projects and products in academia, pharmaceutical companies and start-ups. Services include: 1) assistance with product development planning and grants-based seed funding; 2) operations management for virtual companies; and 3) scientific due diligence. ■ Since its inception SciGro has assisted a wide variety of companies in applying for SBIRs at the Department of Agriculture, the Department of Defense, the National Science Foundation, and the National Institutes of Health. SciGro is especially well positioned to help with preparation and/or pre-review of any and all portions of SBIRs directed to the NIH because over the past 20 years Betsy has served on or chaired a variety of NIH committees reviewing BRPs, P01s, P41s, R01s, R21s, R41s and R42s (STTRs), R43s and R44s (SBIRs), and S10s. |

The SBIR Coach

| NAME/CONTACT INFO. | DESCRIPTION |
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| <p>Fred Patterson 6250 Rosewood Dr, Suite 2501 North Richland Hills, TX 76180 Phone: (817) 788-0522 Cell: (512) 560-3993 Fax: (512) 250-1574 Email: Coach@SBIRcoach.com Web: www.SBIRcoach.com</p> | <ul style="list-style-type: none"> ■ Fred Patterson has been involved with guiding companies through technology development into commercialization for over forty years, including having worked with the SBIR Program and all of its aspects virtually since its inception. ■ As a co-founder and executive officer of two of Texas' most successful SBIR award winning companies (SPEC and Radiant Photonics), he has been involved in the execution of over 150 SBIR and STTR contracts and grants, one third of those Phase II programs, totaling nearly \$50 million, and led efforts which secured Phase III commercialization funding in excess of \$25 million. ■ Currently enjoying a well-recognized nationwide consulting practice as "The SBIR Coach", Fred teaches his dozens of client companies the SBIR "ropes" and guides them in the process of producing clearly articulated and reviewer-focused proposals, effectively doubling their chances of obtaining funding. He then guides his clients through successful execution of the resulting contract or grant, and coaches them in the process of ensuring follow-on funding from Phases II and III. ■ Fred holds a BS in Mathematics from Clarkson University, and an MS in Computer Science from the University of Wisconsin. He has been Director of Planning for a Fortune 500 Aerospace company, and held just about every "CXO" position there is at several technology start-up companies. He has also been Adjunct Faculty at four universities, including having taught in the MBA Program at St. Edward's University in Austin, Texas. Fred currently resides in the DFW area, in North Richland Hills, Texas. |