Lightspeed Technologies LLC

"AVIONICS, TELECOM AND POWER, DELIVERED AT THE SPEED OF LIGHT"

Rob Jenks, - **V.P. Business Development**

HIGHLIGHTS OF QUALIFICATIONS

O Strong planning, communication, and presentation skills; senior executive level briefings

O Consistently executed multi-million dollar programs on time and within budget

O Comprehensive skills in all aspects of software and hardware acquisition for major IT systems

O Extensive experience in management of over 100 personnel in complex programs

O Successful marketing of corporate capabilities generating revenue and venture funding

O Extensive aggregate and strategic planning, vision, manpower, multi-year budget plans

O Consistently earned outstanding performance evaluations and awards

O Highly developed IT management skills

O Powerful combination of extensive education and real-world experience in high level management positions

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EDUCATION:

U.S. Naval Academy: (1973-1977)   BS, Naval Engineering.

National University: (1982-1984)   MBA, Law

University of Phoenix (1994-2009)   Faculty, Business and IT

University of Redlands (1987-Present)

Faculty, Graduate and Undergraduate Business Programs

Covenant College (2010-Present)   Trustee, Member of the President's Council

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MOST RECENT POSITION:

Intelesis, San Diego, CA : (1997 - present)

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President/CEO (Management & Technology Consulting Firm, Software Development):

- Program manager for ten software applications currently in use with DoD, DHS and other Federal agencies. The most widely used app has 6 million active users.
- Oversight of multiple commercial and military projects, including Cloud security technology development, web-based database development, web-based software development, network design, IT architecture development and e-commerce.
- Oversight of the company's small business innovative research grant (SBIR) projects. Currently working on a Phase II SBIR project for the Naval Sea Systems Command (NAVSEA) in Washington, D.C.
- USCG Rescue 21 System Acceptance; Managed IV&V efforts for the Navy and Coast Guard in their oversight of the Coast Guard's second largest procurement – Rescue 21. Rescue 21 is a Very High Frequency – Frequency Modulated (VHF-FM) communications system, replacing the National Distress Response System installed and deployed during the 1970s. Rescue 21 covers 38,156 miles of coastline, navigable rivers and waterways in the continental United States, Alaska, Hawaii, Guam and Puerto Rico. To facilitate that (large scale) effort, we developed TIME (http://www.intelesistech.com/time.html), a web application for automated test development, testing, analysis, reporting, long term trend analysis and program management.
- Planning and design of the Navy's future Joint Command and Control Ship (JCCX); assisted with all phases of Acquisition documentation (CONOPS, MNS, ORD, architecture, life cycle costs/ILS) and senior level presentations.
- Planning and design of future Joint and Naval Command, Control, Communication, Computer, Intelligence, Surveillance, & Reconnaissance (C4ISR) systems. Coordinated development of Systems, Operational, and Technical Architectures, facilitating information systems interoperability through a common architecture migration strategy.
- Managed development of a real-time, multi-user, world-wide, 24/7, executive information system to support Navy-wide, multi-service, agency, and commercial information management.
- Worked directly with representatives from the Chief of Naval Operations (CNO), Office of the Secretary of Defense (OSD), Joint Chiefs of Staff (JCS), Department of the Navy Chief Information Officer (CIO), and other senior executive service officials and military flag officers within the Department of Defense to support integrated Navy and DoD Wide Information Technology and Modeling and Simulation programs.
- Assisted in the development of SPAWAR's decision support systems, models and simulations, data bases, data warehouses, tools, and several software solutions for process management and engineering design.
- Managed integration of commercial off-the-shelf software and hardware solutions in both UNIX and NT domains with data base systems (MS Access, Oracle, Sybase, MS SQL Server, etc.) with client server and web based graphical user interfaces and decision support systems.
- Managed several contracts with large corporations, small business entities, local DoD activities, and other government entities.
- Prepared and evaluated proposals, work break down structures, product marketing plans, risk management plans, program plans, organizational structures, plans, and contracts.
- Serving as an adjunct faculty member for the University of Redlands. Entering my 30th year with the University, I've taught every course in the MBA program and most in the Master of Arts in Management Program. I'm currently teaching the capstone courses for MBA, MAM and BSB programs, as well as all of the strategic management and planning courses for those three programs.
- Retired Navy Commander. Last position -- on the conflict modeling and simulation staff, J08, US Commander in Chief, Pacific – Camp Smith, Hawaii

PREVIOUS POSITIONS:

Booz-Allen & Hamilton, San Diego, CA: (1995 - 1997)

Senior Associate

- Managed team of 25 consultants engaged in government IT projects in the San Diego area.
- Responsible for business development and IT design work.
- Authored technology assessments of operating systems, GUIs, networking technology and software development methodologies.
- Developed business plans, operating plans, marketing plans, policy and procedures and associated documentation requisite for small technology firm initial public offerings.

CyberBridge, San Diego, CA: (1994 – 1995)

Interim President & CEO

- Business and technical lead for a $2.2 million venture capital-financed startup enterprise engaged in developing commercial software applications, CGI, animation, and special effects for Silicon Graphics and PC - based systems. Authored business plans and proposals; worked with investors; marketed, negotiated and won contracts; negotiated original equipment manufacturer (OEM) agreements, identified and hired staff, and oversaw financial and legal efforts. Worked with the parent company to list that firm on the Toronto Stock Exchange.

Titan Corporation (NYSE:TTN), (1990 – 1994)

Senior Systems Engineer, Staff Assistant to the CEO

- Technical marketing staff assistant to the CEO. Analyzed defense products for commercial market applicability. Authored business plans, marketing plans, capitalization plans, and commercial brochures. Attracted institutional capital. Represented the firm in the Middle East and in the Far East. (Titan Corporation was sold to L-3 Communications for $2.65 billion in 2005).
- Program manager for environmental sensors and remediation programs. Assembled team of 5 corporations to integrate airborne lasers, radars, and hyperspectral sensors for a marketing demonstration to federal officials at Panama City, FL.
- Program manager for the development of a test bed at NRaD for data fusion algorithms. Managed test bed software development and common database development using; merged data from three disparate format databases at the Surface Ship Acoustic Analysis Center (SSAAC) San Diego.
- Program manager supporting Naval Ocean Systems Center Code 462's Surface Ship ASW combat system engineering design effort. Designed a replacement for the Navy's current AN/SQQ-89 on board CG-47, DDG-51, DD 995 and DD963 class warships. Replacement included a new open architecture, 3D displays, multi-platform/multi-sensor data fusion capabilities and a shooter-to-shooter OTH UHF SATCOM cooperative engagement link. Also identified surface ship command and control interfaces given Copernicus architecture design requirements.

SYSCON Corporation, San Diego, CA: (1984 – 1990)

Sr. Systems Engineer

- Program manager, supporting NOSC Code 762's T&E, ILS and training efforts for Tactical Receive Equipment (TRE) and related intelligence broadcast product.
- Program manager for the Navy's workstation-based NAVTAG tactical training system. Managed software and database development, specified hardware upgrades, and conducted user training in the field.
- Program manager for SYSCON's 3D Anti-Submarine Warfare visualization software and related database research and development efforts.

- Co-author of the 1988 version of Naval Warfare Publication (NWP) 24-1-1, Principles of Lofargram Analysis.
- Integrated Logistics Support (ILS) engineer supporting the Navy's MK 116/6 Underwater Battery Fire Control System and AN/USQ-101(V) Tactical Receive Equipment programs.
- Engineer supporting test and evaluation of the Navy's Standard Automated Financial System (STAFS), a $180 million Navy Industrial Fund (NIF) software application.
- Engineer supporting the Navy's Electronic Warfare Coordination Module (EWCM) system requirements definition effort.
- Test and Evaluation scenario author for the Navy's Advanced Combat Direction System (ACDS) and TADIL-J (Link 16) Test Bed development programs.
- Co-author of the Navy's MK 32-1 Target Acquisition System (TAS) Interface Design Specification.
- Assistant program manager and analyst for Battle Group Evaluation (BGE). Conducted battle group exercise planning and post-exercise reconstruction/analysis.
- Flag and staff briefer for the Navy's Aegis Fleet Introduction Support Team. Briefed west coast commanders and their staffs on newly commissioned Ticonderoga class cruiser capabilities, employment tactics, and tactical data link net cycle time requirements.
- Author of the ASW portions of the 1986 Combat Systems Doctrine for CG-47 and CG-48.

U.S. Navy (1985 – 2000, now retired)

Reserve Naval Officer (Commander), serving in guided missile frigates and on staff at Commander, Third Fleet (San Diego) and U.S. Commander in Chief, Pacific (Hawaii)

U.S. Navy, (1977 – 1985)

Active Duty Naval Officer, serving in cruisers and destroyers.

age 61, BS, MBA. Rob grew up in Michigan, lived briefly in Vienna, Austria as an exchange student, attended college at the US Naval Academy, traveled much of the globe and permanently settled in San Diego in 1978. He served in the Navy as a Surface Warfare Officer (SWO) full time for eight years, earned an MBA, and then continued part-time for another 15 before retiring as a Commander in 2000. From 1985-1996, Rob worked as a senior defense analyst for what is now Northrop Grumman, L-3 Communications, and Booz-Allen & Hamilton. He also raised venture capital and served as the first CEO of a DotCom turned software company today. Since 1997, he's served as the founder and CEO of Intelesis, www.intelesistech.com, a management and technology consulting firm headquartered in San Diego. He is also a founder and former managing partner of Petrosonics LLC, an oil refining technology company with patents and patents pending in 42 countries, and StemSell LLC, a development stage tera-cell stem cell repository linked to the National Bone Marrow Registry via www.corduse.com. Until recently, he served as an advisor to Nevada Mining Company (NMC) and as a director for various privately held, venture funded companies including San Diego Media and Alumbuy.com. Rob is also completing his 30th year as an adjunct faculty member at the University of Redlands, teaching economics, finance, strategic management and the capstone courses for the MBA, Master of Arts in Management, and undergraduate business programs.

 Rob, his wife Lisa and son Erik (age 19) reside in Escondido, CA. His son, Erik, is attending college at Covenant College, Lookout Mountain, GA, where Rob serves as a Trustee.