

PROFESSIONAL PROFILE

Fred Haney

Successful Venture Capital Fund Manager and Strategist

Founded and managed 3i Ventures, California (subsidiary of 3i Group, the largest venture capital fund in the world), a high-tech venture capital fund that produced 19 IPOs on investment of \$80 Million -- a top quartile return on investment

Lead investor for fourteen companies with top-tier California venture capital firms

Developed venture capital strategies for Northern California, Southern California and Alberta, Canada

Angel Investor and Mentor

Co-founder of Tech Coast Angels, an organization of 250 angel investors; lead angel investor for eight companies

Founder of Monday Club, a 1000-member mentoring organization for early stage companies in Orange County, Santa Monica, and Los Angeles South Bay

Founder of Venture Management Company, helping startups avoid fatal mistakes

Entrepreneur, Corporate Founder, and Company-Builder

Managed startup of NovaDigm Therapeutics (vaccines for candida and staph (MRSA) infections) funded by Domain Associates and federal grants

Served as co-founder and chairman of DRC, Inc., super-computer co-processor accelerators, funded by angel investors and venture capital investors

Co-founded PulSentry, early detection of Pulsus Paradoxus and Cardiac Tamponade

Co-founded NMR Finder, artificial intelligence acceleration of NMR output

Experienced Top-Level Leader and Executive

Served as founder and manager of 3i Ventures, California

Served as Chairman of four companies (NovaDigm, DRC, Media Matchmaker, PulSentry)

Acted as interim CEO for NovaDigm Therapeutics; recruited full-time CEO

Member of senior management team (Xerox, TRW, Computer Sciences Corp.)

Managed the successful turnaround and sale of TRW Vidar T-1 Products

Managed the sale of TRW Datacom International for \$115 Million cash

Corporate Director, Mentor, Advisor for thirty private and four public companies

Provided advice and guidance related to startup and growth plans and activities

Played an active role in developing strategic and operational plans

Helped recruit top level management in electronics, nano-technology, biotech, internet advertising, computer services and other industries

Professional Strategic Planner

Managed Strategic Planning organizations for Xerox, Computer Sciences Corp., and TRW

Managed the development of key strategies for Rainbow Technologies (RNBO) and IC Sensors

Expert on Corporate Valuation and Corporate Finance

Positioned ten companies for sale, IPO, or partnership at increased valuations, including Rainbow Technologies (valued at \$400 M),

Mykotronx and Aldurazyme, a drug developed by LA BioMed

Served on audit committees for six companies. Chairman of one audit committee

EXPERIENCE

LIVESAFE, INC., Arlington, VA, 2012-2013. Interactive smart-phone app for reporting crime activities to local 911 and university security offices. Startup advisor. Acquired by RedVector in October, 2020

PARCEL PENDING, INC., IRVINE, CA 2014-present. Automated storage lockers for delivery of parcels to multi-family residence complexes. Startup advisor and member of board of directors. Acquired by NEOPOST in January, 2019, for \$100 Million.

CALDERA MEDICAL, INC., Thousand Oaks, CA. 2009-present. Women's gynecological surgical devices. Member, board of directors

NOVADIGM THERAPEUTICS, Torrance, CA, 2003-2013. Co-founder and Chairman (2006 to 2010) and Director (2006 to 2013). Vaccine for candida and staph (MRSA) infections. Managed start up activities, including venture capital investment by Domain Associates and recruiting CEO

DRC, INC., San Jose, CA, 2001- 2008 Managed formation of the company by buying the assets of Virtual Computer Corp. and recruiting CEO. Served as Chairman of the Board, 2004 - 2008. Company was purchased by Security First, Inc., in 2008

PULSENTRY, INC., Torrance, CA. 2009 - present. Co-founder and Chairman of startup company with a system for early detection of Pulsus Paradoxus and Cardiac Tamponade. Managing the startup process

THE VENTURE MANAGEMENT COMPANY, Palos Verdes Estates, CA 1991-present

Founder and President. Private investor, director, mentor, manager of startup companies

MONDAY CLUB, Orange County, Los Angeles South Bay, Santa Monica, 1984-present

Founder and manager of a 1000-member mentoring group that meets monthly to assist early stage companies in Orange County, Santa Monica, and Los Angeles South Bay. Monday Club has provided useful mentoring and feedback to over four hundred companies

SPRINGBANK TECH VENTURES, Calgary, Alberta, Canada, 2000-present

Chairman of Advisory Board for venture capital fund. Assisted in planning and strategy for the Fund; helped to evaluate investment opportunities and source U.S. investments

3i VENTURES CORPORATION. Newport Beach and Menlo Park, CA. 1983-1991.

Sr. Vice President and Manager, reporting to 3i Group (largest VC company in the world) senior management in London. Recruited a five-person team and managed the highly successful investment of \$80 million in 60 companies, resulting in top quartile investment return

TRW COMMUNICATIONS GROUP. Los Angeles, CA. 1980-1983.

Manager of Planning, reporting to the Group Vice President. Managed the successful turnaround of a division and the sale of two divisions of TRW

XEROX BUSINESS SYSTEMS, El Segundo, CA. 1977-1980. Manager of Strategic Planning. Managed strategic planning for Computer Printing, Facsimile, Xerox Business Services, Word Processing, Workstations ("Star Workstation") and Communications (Ethernet).

COMPUTER SCIENCES CORPORATION El Segundo, CA. 1975-1977.

Managed strategic planning in U.S. and a long range data processing project in Algiers, Algeria

SCIENTIFIC DATA SYSTEMS (SDS)/Xerox Corporation. El Segundo, CA. 1968-1975. Manager of Software Development and Manager of Business Planning

SELECTED RECENT BOARDS AND ADVISORY ACTIVITIES

NMR FINDER, INC. La Jolla, CA, 2017-present. Co-founder, Artificial Intelligence Software to accelerate identification of molecular structures using nuclear magnetic resonance machines.

LOS ANGELES BIOMEDICAL RESEARCH INSTITUTE, Torrance, CA. Member of Technology Transfer Committee 2003-present, Member Foundation Board, 2003-2009.

USC ENTREPRENEUR PROGRAM (GREIF CENTER), Los Angeles, CA. 1984-present. Member Advisory Board. Mentored 15 interns. Frequent speaker. Adjunct professor in 1997.

GOVERNMENT OF ALBERTA, CANADA. Edmonton, Alberta, Canada. 2008. Member of Economic Task Force representing Venture Capital interests.

RAINBOW TECHNOLOGIES, INC., Irvine, CA. (Nasdaq: RNBO) 1995-2004. Board of Directors, Audit Committee, until merger with Safenet, Inc. (Total market capitalization of \$1B)

PUBLICATIONS AND MEDIA

“My Doggie Says: Messages from Jamie: How a Dog Named Jamie Talks to Her People,” Marion Venture Publishing, 2006.

Host of the “My Doggie Says” radio talk show on KFNX AM (Phoenix, AZ), 2008-2012. Interviewed authors of top dog books, dog-related media personalities and service dog trainers.

“The Fundable Startup: How Disruptive Companies Attract Capital,” published February 6, 2018, by SelectBooks, NY, NY

RECENT SPEAKING ASSIGNMENTS

Tech Coast Angels 20th anniversary celebration, the COVE at UCI Innovation, January, 2018

“The Fundable Startup” book launch event, the COVE at UCI Innovation, February, 2018

CIELO Non-Profit Society, Newport Beach Country Club, February, 2018
Caltech Entrepreneurs Forum, How Disruptive Companies Get Funded. April 14, 2018

Plus You Entrepreneurship Workshop Series, May 5, 2018

Cox Business Get Started Orange County 2018 Event, May 23, 2018

OSEA Angel Investors (women’s investor group), UCI the Cove, September 20, 2018

CSUDH Leadership Symposium, CSUDH, November 16, 2018.

Computer Science and entrepreneurship class at UCI; Monday, January 28, 2019.

HONORS

“Director of the Year for Early Stage Companies,” Forum for Corporate Directors, 2002

“Mentor/Angel of the Year,” American Electronics Association, Orange County, 1999

EDUCATION

Ph.D. in Computer Science, Carnegie-Mellon University

Advanced studies in Computer Science and Applied Mathematics, Brown University

M.S. in Mathematics, Colorado State University

B.A. in Mathematics, Ohio Wesleyan University