

## ENTREPRENEUR, SENIOR MANAGER and COMPUTER SCIENTIST

Extensive experience in corporate strategic planning, business development, product development, product line management and software engineering. Management experience at all levels from management of small engineering teams to CTO and CEO. Recognized expert on all aspects of the Internet, network protocols, network and computer system security, operating systems and distributed systems. Awards for "*Pioneering Contributions In Information Technology Leading To The Creation Of The Internet And World Wide Web.*" 2 patents, 15 published papers. Frequently interviewed and quoted by newspapers, radio and TV such as National Public Radio (NPR), CNN, USA Today, The Wall Street Journal, KTVU, PRI's "The World", etc.

### EXPERIENCE SUMMARY:

**Charles Kline and Associates, Consultants** 2003 – current  
**Consultant**

Consultant on New Products, Network, Email and Computer System Security, Anti-spam Technologies, Network Protocols, Patents, Company Strategy and Management

**MessageHero, San Jose, CA** 2000 – 2003  
**Advisor, Investor**

MessageHero developed multi-media message aggregation, voice forms technologies and services.

- Member of advisory board on company strategy and products

**Cisco Systems, San Jose, CA**  
**Senior Product Line Manager, Consumer Line of Business** 1999 – 2000

- Defined technology architectures and roadmaps for the Consumer Line of Business.
- Defined the cable and DSL products for the Consumer Line of Business
- Managed the underlying technology developments (TCP/IP and related protocols, security, management, DOCSIS cable and DSL support, in-home networking, 802.11, OSGi)

**Cisco Systems, San Jose, CA**  
**Senior Technologist, Global Alliances** 1997 – 1998

- Researched technologies and product opportunities that could be used to leverage Cisco products and expand their markets. The goal was to find the areas where Cisco was overlooking opportunities – i.e., the products that were not already on the "radar screen".
- Managed the development of the Global Alliance's **Cisco NetWorks** partner programs for both cable modems and DSL products including development of product roadmaps, requirements documents
- Internal and external presentations of product roadmaps and positioning of products in relationship to products of other business units
- Worked with partners, engineering and program management to ensure all products were delivered on schedule and met requirements

**Paragon Systems L.P.**, Pittsburgh, PA (*technology acquired by Amazon.com, Seattle, WA*) 1994 – 1995  
**Vice President, Product Engineering**

Paragon Systems developed a multi-dimensional database management and data warehousing system using unique proprietary technology.

- Developed Paragon's strategic plan including product and marketing strategies
- Developed product architecture
- Established relationships with database vendors to become technology and marketing partners

**Additional Experience:**

**Locus Computing Corporation**, Inglewood, CA

**Co-Founder, VP and Senior Scientist**

At the time, Locus was one of the largest independent open system software companies with revenues of approximately \$30 million. Locus developed UNIX systems software and related open systems software products sold by companies such as IBM, SCO, SUN, DEC, HP, Tandem. Locus Computing Corporation was acquired by Platinum Technologies.

- Managed all aspects of the operations of Locus during its first years as Chief Operating Officer
- Wrote business plans used to secure venture capital
- Recruited senior management including President and CEO, VP Sales, VP Marketing, CFO.
- Recruited most of the software development team
- Developed product architecture for IBM's AIX/370 and AIX/PS2
- Conceived, defined and developed Locus products PC-Interface (PC to Unix Networking), DOS-Merge (the first Virtual PC), PC-Xsight (X-windows client for PC)

**UCLA**

**Co-Principal Investigator – Research into Computer Security and Distributed Systems**

Managed approximately 20 researchers and performed research in computer networking, computer security, distributed computing and computer system performance management.

- Managed a several million dollar research activity on computer security. This was the largest computer security research activity in the country and the research is frequently cited. I authored pioneering papers on computer system and network security.
- Developed and implemented the first Internet and ARPANET protocols.
- Sent the first communications on the Internet and have awards for this work.

**EDUCATION**

- Ph.D. in Computer Science – UCLA.
- Ph.D. dissertation, "Data Security". This dissertation described my work on the development of secure networks and operating systems, and also protocols for the use of public-key and conventional-key encryption technologies.