

JOEL A. BALBIEN, CFA, PH.D.

Professional Summary:

Financial Management, modeling, and forecasting experience spans three decades with expertise in managing financial reporting, legal, licensing, and due diligence activities for both domestic and foreign corporations, as well as startups, and venture capital funds. Joel is an accomplished and visionary executive with proven success in raising capital, managing operational and financial aspects of the commercialization process in Information Technology, Clean Technology, Semiconductors, Information Technology, and Life Sciences for both Fortune 500 (UNOCAL/Chevron, and SoCalGas/Sempra Energy) and hi-tech startups (e.g., Tensorcom, Olympus Sky Global, and Hyperlight Energy). Positions include CEO, CFO, CSO, and membership on boards, audit committees, and advisory roles at dozens of startups, public companies, and non profit corporations. He has superior analytical and problem-solving abilities, is a persuasive communicator, and an authoritative and inspiring leader.

Joel enjoys both part and full time University Teaching positions, as well as CFO, Audit Committee, and Board of Director positions in emerging high technology companies developing novel Information, Bio, and Clean Technologies that can benefit from 3 decades of broad industry experience drafting strong business plans, developing credible financial forecasts and other powerful investor collateral, raising capital from visionary funds, building strategic partnerships, and negotiating technology licenses, and mergers, and acquisitions. Joel also enjoys mentoring CEOs and entrepreneurs with respect to their go to market strategy, product roadmap, and financial and economic modeling of their business vision.

INDUSTRY RELATED EXPERTISE

Fortune 500 Industry Experience: <i>+15 years</i>	INDUSTRIES	AREAS OF EXPERTISE	BUSINESS MANAGEMENT
	Clean Technology, Semiconductors, Life Sciences, and Information Technology Industries with a focus on renewables, biomass derived chemicals, wireless communications, and corporate and institutional venture capital	<i>Economics</i>	<i>Financial Management & Business Forecasting</i>
		<i>Finance and Accounting</i>	<i>Strategic Planning</i>
		<i>Renewable Energy</i>	<i>Commercialization</i>
		<i>Startups</i>	<i>Research and Development</i>
Financial Management Experience: <i>+30 years</i>		<i>Licensing and IP Management</i>	<i>Senior Executive that can manage Financial, Accounting, Human Resources, and Legal Affairs</i>
Private Equity/Startup Experience <i>+15 years</i>			
Commercialization/R&D Experience: <i>+15 years</i>			

EDUCATION

UNIVERSITY OF CALIFORNIA — San Diego

Bachelor of Science (BA) in Economics (Magna Cum Laude), 1977

CALIFORNIA INSTITUTE OF TECHNOLOGY - Pasadena

Master of Science (MS) in Social Science (with honors), 1979

Doctor of Philosophy (Ph.D.) in Social Science, with a concentration in Microeconomics, 1982

CFA INSTITUTE – United States, Europe, and Asia Pacific region, CFA, September 1991

RECENT PROFESSIONAL EXPERIENCE

Recent Employment:

**California Lutheran University
School of Management
Adjunct Professor of Economics**
June 2017 - Present

**TECHNAVI, LLC (www.technavi.com)
Consultant**
San Diego, Ca
Jan 2009 to Present

**Larta institute (www.larta.org)
Los Angeles, Ca
Senior and Principal Advisor, U.S.
DOE Commercialization Assistance
Program**

**Olympus Sky Global, Inc.
(www.olympussky.com)
Advisory Board Member & Co-
founder**
October 2015 - Present

**Hyperlight Energy, LLC
(www.hyperlightenergy.com)
CFO**
San Diego, Ca
April 2013 – January 2017

Accomplishments and Highlights:

I teach graduate level Microeconomics at the School of Management as part of the Masters of Quantitative Economics (MSQE) Program, and work with the Center for Economic Research & Forecasting (CERF) on various projects and proposals.

Advises multi-national corporations in Asia on sustainability initiatives, market and technology assessments, corporate partnerships, technology licensing, and M&A. With my assistance, TechNavi clients are identifying industry leading Clean technologies & emerging companies that are pushing the frontiers of biomass derived chemicals, energy storage, and renewable energy.

As a senior advisor, I helped the Institute win one of the largest Commercialization Assistance Contracts in its history with the U.S. Department of Energy. I will be serving as a mentor principal advisor to a number of DOE SBIR grantees that are conducting R&D in renewable energy, secondary batteries, and other important verticals.

Olympus Sky's (OS) cyber security solution can prevent hackers from penetrating the electronic systems within the automotive telematics and commercial/industrial Internet of Things (IoT) markets by securing and vastly simplifying key management for Public Key Infrastructure (PKI). I'm assisting the company in strategic planning, fund raising, patent applications, and the development of investor and customer collateral so that OS can deliver a common sense security solution that extends PKI with an exchange-free, certificate-free crypto-key synchronization mechanism.

As Chief Financial Officer, I upgraded the Company's financial reporting and forecasting systems, helped implement a corporate reorganization, while assisting with fund raising and strategic partnerships that have enabled Hyperlight to demonstrate with the California Energy Commission and Southern California Gas Company, the lowest cost Concentrated Solar Thermal (CST) system in the world. I also assisted the Company in implementing a major grant from the U.S. Department of Energy to accelerate commercialization of its CST solution for re-powering base load geothermal systems, and providing industrial process heat for carbon negative industrial, agricultural, and biofuel/specialty chemical applications.

Tensorcom, Inc.
www.tensorcom.com
Carlsbad, Ca
Chief Financial Officer,
July 2010 to Sep 2014

Joel was responsible for overseeing all financial reporting, budgeting, human resources, IP management, legal, and accounting functions at this cutting edge fabless semiconductor company whose wireless ultra-low power chipsets are demonstrating revolutionary Gigabit speed wireless LAN communications in mobile devices. Joel played a key role in helping the Company raise over \$40M in venture financing and was the inventor of a patented technology that may bring disruptive Gigabit speed wireless LANs to airports and classrooms worldwide.

Larta institute (www.larta.org)
Los Angeles, Ca
Manager of Commercialization
Assistance Programs, Senior Advisor
Sep 2007 to Dec 2013

Joel developed, managed, and served as an advisor to four highly successful commercialization assistance programs funded by the NSF, USDA, DOE, and NIH. As a result, hundreds startup companies throughout the nation leveraged their SBIR Phase II grants to raise private equity funding, and commercialize new products. Since 1993, Larta has helped entrepreneurs raise over \$1.5 billion in capital.

RampRate, Inc. (www.ramprate.com)
Santa Monica, Ca
iCFO and Member of Advisory
Committee
Oct 2014 – Jan 2016

RampRate is the world's first software-defined IT sourcing advisory firm. Its HyperSource.IT Decision Execution Platform enables optimal sourcing decisions, and rapid execution of best-cost supplier contracts for outsourced data center, TELECOM, co-location, hosting, CDN and cloud infrastructure services. As iCFO and a member of the Company's Advisory Committee, I led efforts to raise debt and equity capital, develop relationships with the private equity industry, upgrade financial reporting systems, and develop strategies for rapidly scaling the Company's IT Sourcing and emerging SaaS business

IPPLEX/NantMobile
www.nantmobile.com
Santa Monica, Ca
Chief Strategy Officer,
July 2009 – Oct 2012

Joel assisted this state of the art software as a service company with strategic planning, business development, financial forecasting, partnerships, and fund raising. He helped engineer the successful acquisition of IPPLEX by NantWorks, which has successfully commercialized next generation mobile e-commerce, and healthcare IT solutions.

AWARDS AND AFFILIATIONS

Awards: VCIC 2006 Venture Capital Investment Competition, March 3-4, 2006

University of Southern California Certificate of Appreciation Distinguished Speaker Lloyd Greif Center For Entrepreneurial Studies, October 11, 2004

Distinguished Lecturer for MBA students on Venture Capital and Entrepreneurship at USC's Marshall School of Business, 2006 - 2008.

US Patent #9007272B2, "Method and apparatus for the alignment of a 60 GHz endfire antenna," 2012

PUBLICATIONS

"Biotech 101: Sorting It Out," San Fernando Valley Business Journal, April 28, 2008

"USDA Provides a Clear Catalyst for Innovation in Agriculture," Larta VOX Feb 2008 v.9, n.11

"A Dynamic Model of Research Contracting," The Bell Journal of Economics, Vol. 13, No. 1 (Spring, 1982), pp.107-119
<http://www.jstor.org/stable/3003433>

"Diet as a Factor Affecting Organochlorine Contamination of Breast Milk," Social Science Working Paper 258, California Institute of Technology, April 1979

"JAWS 1 and The Politics of Budgetary Reduction, The City of Pasadena," Social Science Working Paper 254, California Institute of Technology, February 1979

HOBBIES

Hiking 8 – 15 miles per day in southern California wilderness areas

Tennis – USTA 4.0 level player

Weight and Fitness Training