

PROFILE

More than fifteen years of experience in writing and translating business plans for new product development, market & innovation analysis, project management reports, R&D tax credits reports, venture capital financing, business development, technology licensing and transfer, competitive analysis, patent analysis, technology products marketing and sales material.

EMPLOYMENT HISTORY

Sympalys, (www.sympalys.com) Technology transfer, May 2007

- Translation of technical documents.

NanO₂Tech, (www.nano2tech.com), Business Development consultant, March 2005.

- Financing and marketing plan for commercial water treatment technology used in hospitals, in food disinfection and in drinking water plants.
- Business Development, market analysis and forecasting.
- R&D in advanced oxidation process (AOP) water treatment technologies such as electro chlorination and electro peroxidation.
- Documentation of R&D activities for Scientific Research tax credit.

R&D Experts, (www.rdexperts.com), R&D Consultant, 2004.

- Writing and translating R&D tax credit reports for manufacturing and technology companies.

Elcorsy Technology Inc, (www.elcorsy.com), VP Marketing, 1996-2004.

Realisations

- Research market and establish product specifications on three product development cycles.
- Introduced technology to IPEX (UK) and DRUPA (Germany) international printing product exhibitions which put Elcorsy as the leader in digital color printing technology and recognized by the 1998 Technology Trailblazer Award by Seybold Report.
- Noted speaking and writing engagements to technical and management conferences (Information Management Institute, IFRA, NAA, TAGA, IS&T, IGPPA, NAPL, IBFI, Xplor Canada, ICGQ, AAGQ)

Responsibilities

- Determine market positioning strategy, write product brochures, web site content, video and live presentation scenario, white papers, press releases, customer RFI.
- Pilot financing files, write business plans, perform ROI studies with early adopters of the technology.
- Perform industry and market monitoring surveys.
- Write and translate Reports to shareholder's board on technology and market progress.
- Writing R&D tax credits documentation and negotiations with government scientific auditors.
- Translation of business document in English and French (web site, product brochures, white papers, patents, technical reports with joint-venture partners).
- Manage Technology transfer documentation process to Japanese Licensee.
- Direct and assist sales representatives and distributors for North American market.
- Visit best prospects installations to establish best product configuration to customers' needs and internal technical capability.
- Organize and present multiple open house events and seminars to customers.

- Negotiate beta-site contract proposals with prospective clients.
- Publish Press Releases to trade and local press and trade associations.
- Determine and manage patent and trademark strategy.
- Organize training of new employees, and assist in the professional development, as well as providing technical direction to the project teams.
- Define interface with peripheral suppliers to integrate pre-press software, mechanical components and post-press bindery into core technology.

Elcorsy Inc, Market Analyst, 1984-1996.

Realisations

- Explore alternative integrated manufacturing methods of manufacturing print head electrodes with suppliers and International Materials Research Centres
- Investigate new dielectric materials and plasma spray manufacturing methods for ceramic print head R&D.
- Evaluate and acquire ink manufacturing equipment with ink production manager and technicians.
- Support technical literature searches and translation process for mechanical engineering department to find new materials and suppliers to solve specific problems.
- Initiate and document paper compatibility R&D program with paper manufacturers and testing department resulting in increasing range of printable paper stocks from 10 to more than 100 brands.

Responsibilities

- Research printing and photography markets and analyse competitive technologies.
- Build economic cost models to help customers evaluate benefits of business solution.
- Explore with potential customers technical and economic constraints of adapting Elcography® to niche markets (Direct mail, check printing, floor covering, variable-data printing, book publishing, newspaper publishing, packaging, wallpaper, POP display, digital photography, textile printing, etc.)
- Joint-study with book publishing companies to develop new on-demand supply chain business models.
- Joint-study with newspaper companies to evaluate distributed
- Monitor competition's technical and market advances as well as potential patent infringement.
- Write preliminary draft of patent for patent attorneys.
- Write market information reports to technical team and move core technology towards acceptable level from customers.

Eloi Dulac & Ass. (bought by Coopers Lybrand), Market Analyst , 1983.

- Build market research reports to document business plan in Hi-fi sound equipment and Mechanical supplies, for investment purposes.
- Analyse and write business cases for M&A files for Coopers Lybrand.
- Initiate and execute direct marketing program for hi-end retail clothing chain.
- Task force report on efficiency of R&D tax credit program in collaboration with Price Waterhouse.

National Research Council Canada, Industrial Policy Analyst, May-Sept. 1982.

- Analyse with statistical and econometric models private and economic returns of government subsidy programs to industrial research with SPSS statistical software.
- Thesis subject on "Incrementality of industrial R&D grants"

Direct Film Service Inc, Sale of photographic equipment and supply. Part-time (1977-1981).

- Advise clients on 35 mm camera and film products. Inventory and supplies, etc..

EDUCATION

- McGill University, Translation Studies, 2007, In progress.
- Queen's University, John Deutsch International Executive Program, Investment Appraisal & Risk Analysis, 2004. www.queensjdiexec.org .
- HEC, Montreal, Finance Certificate, Night School, 1984.
- Laval University, Quebec, Ms. Sc. Ec., 1981-1983, Innovation Economics, Group Research Energy Environment Natural Resources (GREEN).
- McGill University, Montreal, B.A, Honours in Economics, 1977-1981.

PUBLICATIONS

- Co-assignee Patent USPO #5,942,094 , "Printing head system for use in an Electrocoagulation printing apparatus "
- "Electro coagulation : A Novel Contone High-speed dynamic Digital Printing Technology", Technical Association of Graphic Arts Proceedings, 1997, pp. 608-621.
- "New High-speed Digital Press platform using Electro coagulation printing", Technical Association of Graphic Arts Proceedings, 1998, pp. 125-137, (<http://www.elcorsy.com/an/press/TAGA98.PDF>) .
- "Hi-volume Digital Photo Finishing System Using Elcography® Technology", The Society of Imaging Science & Technology, PICS proceedings 2001, pp. 392-394.
- IFRA, Newspaper Digital Printing conference, Amsterdam, 2001.

CONFERENCES

- IMI Barcelona 2000, IS&T Non impact Printing Conferences, IS&T PICS conference 2001, IFRA Digital Printing conference 2001, NAA Newspaper Technology section 1999, 2001 , IGPPA, NAPL, IBFI, Xplor Canada 2001, ICGQ 1998 and 2000, AAGQ 2003, ADRIQ 2005.

PROFESSIONAL ASSOCIATIONS

- National Association for Business Economics
- International Association For Impact Assessment
- Monder Energy Network
- Technical Association Graphic Arts
- Society of Imaging Science Technology

LANGUAGES

French, English, Functional German.

SOFTWARE

PowerPoint, Word, Excel, MS Project, Crystal Ball Predictor, SPSS, Photoshop, In-Design, Quark Xpress, etc.