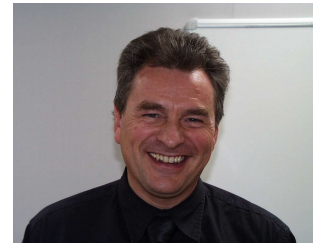


NAME: Richard Kent Percival
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E-MAIL: richard.percival@charter.net
NATIONALITY: British, with "Green Card" (I-551)



Employment since 1992

- | | | |
|---------------------------|--|---|
| 2001 - Present | Interactive Technology Services <ul style="list-style-type: none"> • Aiding senior management on development, business modeling, partnerships and international presentation • Applying my knowledge of Communications, Computing, Networking, Semiconductor Packaging and Semiconductor Applications to Printed Electronics and RFID • Patents filed for Designs and Methods for Self Contained Miniaturized Electronic Device Designed for Automated Assembly. | Consultant |
| 2000 - 2001 | Cohervis Switzerland Limited <ul style="list-style-type: none"> • Developed and grew the business reporting to the CEO • Product Management for the Swiss market. • Acquired and managed new customers and partners e.g. Ericsson • Managed and mentored delivery team. | Business Development Manager |
| 1998 - 2000 | Systor AG Zurich
Swiss Bank Corporation/Accenture) <ul style="list-style-type: none"> • Product Development, Marketing, and Sales • Recruited and Managed Sales, Delivery, Project and Product Managers • Clients FIFA , SR Technics, CSS Insurance, Novartis | Solution Sales Unit Manager
Office and Workgroup Solutions |
| | <ul style="list-style-type: none"> • Managing designers, engineers and administrators for outsourcing • Developed and managed partnership with IBM/Lotus . | Competence Area Manager
Internet/Intranet Workgroup Solutions |
| 1997 - 1998 | Perot Systems Switzerland
for UBS | Information Technologist |
| 1994 - 1997 | Interactive Business Software Ltd <ul style="list-style-type: none"> • Software Product Development and Marketing for clients in Publishing, Banking, Security, Insurance, Construction, Engineering and Data Communications | Consultant |
| 1992 - 1994 | Central Benefits Agency Ltd <ul style="list-style-type: none"> • Design, development, marketing and sales of a kiosk-based software platform • Managed Partnerships with IBM and PWC | Director |
| Earlier experience | for a range of clients <ul style="list-style-type: none"> • Microelectronics design, manufacture and automatic assembly • Advanced flexible packaging technologies bump, flip, printed, web • Flexible display technologies | Consultant |
| | Quick Turn Around Logic Ltd <ul style="list-style-type: none"> • Implementation of my patented technology • ASIC design • Development and manufacturing of chips and modules using advanced packaging solutions | Director |
| | FXL Swiss Microtechnology | Director |

- Invented, and patented, Laser Programmable ASIC process
- Promoted, developed, marketed and delivered packaged tested product.

Early experience

Consultant

- Semi-Custom technologies for Batelle Institute, Frankfurt and others

National Semiconductor GmbH
Munich Germany

Director of Applications

- Recruitment and management of teams for
 - Product launch, documentation and design-in
 - CMOS logic, microcontrollers, microprocessors
 - Industry design collaborations,
 - Module products,
 - Microcomputer products
 - Training Department

National Semiconductor Corp
Santa Clara California

Digital Systems Applications Engineer

- Application notes and reference designs for digital architectures

Eldorado Electrodata Corp
Concord California,
design of office computer systems

Leader Advanced Design Group

Ampex Corporation
Redwood City California

Design Engineer

video signal switching and editing consoles.

Marconi Company
Chelmsford England

Design Engineer

Logic design for digitally synthesized communications platform

Languages

Fluent German and French, used in an international work environment

IT Knowledge

Operating and Network Systems
Languages and Applications

Windows 3.11 through XP
Visual Basic, MS Word, Excel, PowerPoint,
Access, SQL Server, Lotus Notes, Outlook,
Explorer, FrontPage

Education (in order of study)

University of St Andrews, Scotland

BS Physics Mathematics

Marconi College UK

Graduate Staff Training Program

National Semiconductor USA

Integrated Circuit Design in MOS Technology

National Semiconductor Europe

Finance for non-financial managers

James Martin Institute, Los Angeles

Data Communications and Database

Systor (Zurich)

Management College
"Mini MBA" 280 hours

Systor (Zurich)

Sales College
250 Hours

Systor (Zurich)

Microsoft Redmond / Compaq Houston
US Study Trip

2001- present

On the job training

CRM, Sales Process, Web Services, RFID Technology