

J. Patrick Frantz, M.E.E.

Atrium Shirokane #405
5-12-27 Shirokane, Minato-ku
Tokyo 108-0072 JAPAN
Tel: +81-90-1843-0662
E-Mail: jpfrantz@gmail.com

〒108-0072 東京都港区白金 5-12-27
アトリウムシロカネ 405 号室
Tel: +81-90-1843-0662

Web: <http://www.linkedin/in/patrickfrantz>

EMPLOYMENT HISTORY:

- **Uni-Pixel Displays, Inc.**, Tokyo, Japan (January 2009 – Present)
 - Regional Director, Asia Pacific
- **Barco Co., Ltd.**, Tokyo, Japan (July 2007 – December 2008)
 - Representative Manager, Medical Imaging Division
 - Deputy General Manager, Barco Toyo Medical Systems Japan (Joint Venture)
 - Representative Manager, Avionics Division
 - International Purchasing Organization Partner Manager
- **Xilinx, Inc.**, Tokyo, Japan (September 2006 – July 2007)
 - Manager, Japan Business Development & Operations, Processing Solutions Group
- **Rice University**, Houston, Texas (January 2000 – September 2006)
 - Executive & Technical Director, Center for Multimedia Communication
 - Director, Electrical & Computer Engineering Corporate Affiliates Program
 - Special Liaison for International Engineering Programs, Intl. Programs
- **Baylor College of Medicine**, Houston, Texas (June 1998 – April 2000)
 - Electrical Engineer & Computer Programmer, Human Genome Sequencing Center
- **Compaq Computer Corporation**, Houston, Texas (May 1997 – June 1998)
 - Electrical Design Engineer, High End Server Development, Server Products Division

PROFESSIONAL PREPARATION:

Temple University Fox School of Business (Japan Campus), M.B.A., expected graduation in May 2011

Rice University, M.E.E. in Electrical Engineering, May 1997.

Rice University, B.A. in History, German and Political Science, May 1995.

RESPONSIBILITIES, DUTIES & EXPERIENCE:

- **Uni-Pixel Displays, Inc.** (January 2009 – Present)
 - *As Regional Director, Asia Pacific:* Project and technology partner management in the Asia Pacific region; strategic marketing and new sales channel development.
- **Barco Co., Ltd.** (July 2007 – December 2008)
 - *As Representative Manager, Medical Imaging Division:* Manage the day-to-day sales and marketing activities for the Medical Imaging Division through Barco's Japanese Distributor, Toyo Corporation, and act as the communications conduit between HQ in Belgium and Japan. Responsible for > \$5 million in orders/sales and on track to deliver orders of 105% of target for FY2008. Despite having a distribution channel, there is frequent face-to-face contact with customers.
 - *As Deputy General Manager for Barco Toyo Medical Systems Japan:* Manage the day-to-day operations of Barco and Toyo's joint venture, BTMSJ. Tasks include: direct interfacing with customers, preparing and issuing quotes, negotiating contracts, strategic marketing and general business development. Created a growth plan to increase annual sales from \$1 to \$10 million within 5 years. Supervise one sales engineer and conducting a search for a second sales engineer or technical support staff.
 - *As International Purchasing Organization Partner Manager:* Serve as the liaison between Barco and our key Japanese suppliers and R&D collaborators – primarily LCD vendors, but also including other companies and collaborators. Tasks include: initiating contact with new suppliers/partners, concluding NDAs, negotiating contracts, arranging and conducting regular business reviews, and conducting factory audits as needed.

- As Representative Manager, Avionics Division: Oversee all business development activities for Barco's cockpit display system products, working closely with our Japanese agent, JEPICO Corp.
- **Xilinx, Inc.** (September 2006 – July 2007)
 - Establish and lead the Processing Solutions Group (PSG) team in Japan: Established a presence for PSG in Japan at Xilinx KK (XKK) in October 2006. Began immediately to collaborate with the local sales and marketing teams to formulate a strategy for success in Japan with an initial focus on digital signal processing (DSP) markets.
 - Develop strategy to penetrate PSG targeted vertical markets: Collected market data and developed a comprehensive strategy to align the goals of PSG worldwide with the local goals of XKK. After a thorough analysis, designated six markets for future revenue growth. Presented the plan to XKK and HQ management at the quarterly business planning meeting in April 2007.
 - Support XKK sales team in driving the PSG value proposition as customized to local needs: Led the XKK and distributor sales forces in a system level engagement with a major medical imaging customer. Within 3 months of interacting with the customer the opportunity became a multi-million dollar design win with lifetime revenue potential of \$20 million.
 - Develop and deliver a comprehensive PSG training plan that meets the needs of the Japan market: Participated actively in the XKK sales training process to ensure adequate DSP sales content coverage at every major training event for XKK sales and FAEs and distributor sales and FAEs. Developed, organized and presented DSP-related content at five training events within six months.
 - Coordinate with PSG engineering and marketing teams to communicate key customer requirements and drive revenue growth: Provided frequent communications and presentations to the factory to help management understand the Japanese market and the requirements of Japanese customers. Provided initial leadership in a recovery effort with a major telecommunications customer that was related to custom IP quality and delivery. Helped HQ management to quickly understand the needs of the customer and develop an action plan that was executed by XKK and HQ engineering. Without a timely resolution, this would have been a design loss resulting in \$5-10 million of annual lost revenue. As a result of the successful resolution, the customer was satisfied and has committed to using Xilinx silicon and IP in other products, increasing potential revenue streams for XKK.
 - Identify new business opportunities: As part the strategic planning process, helped HQ management to understand 2-3 “greenfield” market opportunities that are unique to Japan.
 - Provide support to the Xilinx University Program (XUP) to expand PSG penetration in Japanese academia: Led a tour of several top Japanese universities in December 2006 to establish new and renew existing ties to key faculty in the field of DSP. Continuously leveraged existing academic ties to benefit XKK through recruiting and research activities.
 - Grow the Xilinx DSP Brand Image in Japan: Worked closely with the XKK marketing team to focus efforts on building the DSP brand image through the following: coordination of events (e.g. Matlab Expo 2006, ESEC 2007), product press releases, DSP-related product launches (e.g. Virtex-5SXT and Spartan-DSP), and DSP market-focused seminars with our major partners (e.g. Texas Instruments and The MathWorks).
- **Rice University** (January 2000 – September 2006)
 - As Executive Director for the Center for Multimedia Communication: Handled administrative tasks related to the research activities of the center (primarily in the fields of wireless communications and sensor networks). Tasks included: grant preparation and management, planning and management of an annual research budget > \$2 million, interfacing with the rest of Rice University, interfacing with external funding agencies (e.g. NSF) and corporate sponsors (e.g. Texas Instruments, Nokia, National Instruments, Xilinx, et al.). In this role, I supervised one full-time center administrator.
 - As Technical Director for the Center for Multimedia Communication: Managed the activities of the CMC research lab related to experimental research and development for future wireless systems (e.g. the WARP – <http://warp.rice.edu> – project). Supervised one full-time engineer and one full-time technician in this role, as well as periodically supervising project-specific 3-4 person groups of undergraduate and graduate students. Also supervised the CMC’s summer internship program (8-10 students per year): recruiting students from Rice, other US schools and internationally; assigning students to manageable projects; and monitoring their progress throughout the summer.
 - As Director of the Electrical & Computer Engineering Corporate Affiliates Program: Managed corporate relations (including key relationships at Texas Instruments, Xilinx, Nokia, and others) and served as the primary evangelist to industry for ECE research to raise interest in and funding for future work. Promoted the faculty’s research directly to companies through talks and seminars, and

organized the annual ECE Corporate Affiliates meeting. During my tenure as director, paid membership in the program doubled and attendance at the annual meeting more than tripled. Supervised one full-time communications specialist (marcom). This staff member's duties included: maintaining web content for the department, writing articles for periodic newsletters, issuing press-releases and working with local media to highlight the accomplishments of Rice ECE faculty.

- *As Special Liaison for International Engineering Education:* Worked closely with colleagues in the Office of International Programs to develop the brand image of Rice's engineering programs internationally, accomplished through developing relationships with top international schools (mostly in Japan and Asia) and through developing several international programs for engineering students. Also was the co-developer and co-organizer for two key NSF-funded programs led by Rice University: INNOVATE (<http://innovate.rice.edu>), an experiential student conference in Asia designed to teach students about globalization, technology and leadership through direct interaction with leading technology companies (e.g. NTT DoCoMo, NEC, Toyota, Omron, Panasonic, Micron etc.); and NanoJapan (<http://nanojapan.rice.edu>), a summer program for nanotech research at top Japanese institutions designed to interest US students in graduate studies, to interest them in the future economic driver of nanotech, and to foster development of an international peer network. Co-supervised one full-time program coordinator with responsibility for the logistics of each program.

ACADEMIC PUBLICATIONS:

- Published over 20 academic conference and journal papers, including:
 - Stephen So, Gerard Wysocki, J. Patrick Frantz and Frank Tittel, "Development of Digital Signal Processor-controlled Quantum Cascade Laser-based Trace Gas Sensor Technology," Appeared in IEEE Sensors, October 2006.
 - C. Matherly, P. Frantz, S. Turner, and D. Gulick, "INNOVATE: Preparing Technical Graduates for the Global Workplace, Appeared at the 2nd International Conference on Knowledge, Technology and Society, Hyderabad, India, December 2005.
 - Yoji Yamada and J. Patrick Frantz, "Connexions プロジェクトによるDSP教育用コンテンツの開発。(The Development of DSP Education Content with the Connexions Project)" Appeared at Texas Inst. Japan 7th Annual DSPS Educators Conference, Tokyo, Japan, September 2005.
 - Patrick Murphy, J. Patrick Frantz and Behnaam Aazhang, "Design of the Transit Access Point Platform." Appeared at European Signal Processing Conf., Antalya, Turkey, September 2005.

RESEARCH GRANTS:

- Served as a co-PI on 6 multi-year National Science Foundation funded research grants with total budgets in excess of \$7 million, including:
 - CRI: Wireless Open-Access Research Platform (WARP) - A Scalable and Extensible Testbed for High Performance Wireless Systems, NSF, (Co-PI), 2006-2010, \$1,500,000, (with A. Sabharwal (PI), E. Knightly (Co-PI), J. Cavallaro (Co-PI), and B. Aazhang (Co-PI)).
 - PIRE: U.S.-Japan Cooperative Research and Education: Ultrafast and Nonlinear Optics in 6.1-Angstrom Semiconductors, NSF, (Co-PI), 2005-2010, \$2,200,000, (with J. Kono (PI), and C. Matherly (co-PI)).

COURTESY APPOINTMENTS:

- **Rice University**, Houston, TX (August 2000 – June 2008)
 - Adjunct Lecturer, Dept. of Electrical & Computer Engineering
- **Tohoku University**, Sendai, Japan (June 2006 – September 2006)
 - Visiting Lecturer, Graduate School of Engineering, Dept. of Electrical & Communication Eng.
- **Tokyo Institute of Technology**, Tokyo, Japan (July 2005 – August 2005)
 - Visiting Lecturer, Graduate School of Science and Engineering, Electrical & Electronic Eng. Dept.

AWARDS & HONORS:

- 2009 Temple University Fox School of Business (Japan Campus) Innovation Scholarship;
- 2006 Rice University Outstanding Young Engineering Alumnus;

SPECIAL SKILLS:

- Fluency in spoken Japanese and moderate skill in reading and writing. Currently studying for the Level 2 Japanese Language Proficiency Test (日本語能力試験). Comfortable with speaking Japanese in front of groups (e.g. co-workers, customers, etc.).
- Semi-fluency in German speaking, reading and writing.