



## Benjamin A. Rolfe

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Los Gatos, CA 95031  
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Office: (408) 395-7207  
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- Sky to Street Ventures (May 2007 – present)
  - Provide technology assessment, product definition, strategic and business planning and executive management to portfolio companies in areas of wireless communications and GPS technologies.
- Bamboo Location Systems
  - Provided executive management for GPS silicon startup; created business and engineering development plan; developed relationships with strategic investment partners.

Clients in the past five years:

- Aether Wire and Location (March 2006 – December 2007)
  - Provide strategic planning, business development, engineering and project management for development of ultra wide band (UWB) low rate communication and precision ranging (location) IC.
- Staccato Communications (August 2005 – February 2006)
  - Provide engineering process consulting in UWB, WiMedia and WUSB IC development; developed application concepts, specifications and prototype code; assisted in spin up of application engineering ad support, created customer design, documentation and support strategy and deliverables.
- Amersham Biosciences/GE Healthcare (April 2003 – April 2005)
  - Deployed breakthrough information modeling techniques for life science data analysis and bioinformatics data integrate. Helped set up customer support systems and organization, and created professional services organization. Engaged with professional services on numerous customer applications for drug discovery companies. Amersham was acquired by GE Healthcare.
- Instrumentation Technologies, d. o. c. (January 2002 – present)
  - Advisor on technical and business strategy. Develop specialized instrumentation products for high energy physics research using direct conversion, high speed signal processing, reconfigurable radio (SDR), and multi-tier networking techniques; contributed to architectural design, software/firmware (FPGA) design and analysis, algorithm development and implementation. Still serve as advisor on an occasional basis.

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**Nov 2003 to Jan 2006**    *Principle, co-founder, V.P. of Engineering*    **InSilico Discovery, Inc.**

Guided the application of academic research in informatics, combined with commercial enterprise scale software technologies, to create the pioneering commercial product (discoveryHub™) in use by GE Healthcare, Glaxo Smith Cline, Merck, Amgen and others. Leveraged web technologies to create new query technology. Established an engineering process for product generation and delivery; developed OEM strategy and relationships; created product demonstrations and completed proof of concept projects; assessed and addressed customer requirements and created solution architectures; created support and professional services organizations (w/GE).

**June. 2000 to April 2001**    **Director of Engineering Software and MAC Deveopment**    **Fantasma Networks, Inc. Mountain View, California**

Responsible for digital baseband IC development (through MAC layer) for high rate, low cost UWB chip set. Created and lead software and MAC development team; coordinated and directed digital hardware development, integration and test efforts; Made technical contributions to design and implementation; contributed to product roadmap, standards strategy and FCC regulatory efforts. Fantasma acquired by Pulse-Link.

**Feb. 1992 to June 2000**    *Director, Remote Test Systems Principal Software Engineer*    **Sage Instruments Freedom, California**

Telecommunications test equipment developer and manufacturer. Transitioning company from start-up to mature vendor. Applied commodity technology to create new product platforms, new product lines and business unit. Managed all engineering related to the Remote Test Systems (RTS) productline, including software, hardware, testing and support; co-creator of the RTS group and products; Software architect for the common software platform used in the majority of Sage products; performed overall system architecture, design, software/hardware tradeoffs, planning, cost/chechedule anaylsis and risk assessment/mitigation strategy; established design goals, specific guidelines, standards and procedures for software development lifecycle; investigated new technologies for potential application to Sage products, including emerging high bandwidth delivery methods and related services, such as integrated data/voice services, wireless local loop services, and mobile wireless services. Created pioneering products for telecommunications service test and analysis including signaling analysis (in-band, CAS and ITU signaling systems), broadband service commissioning, and large scale network test systems (wire-line and wireless). Authored embedded code, signal processing algorithms, and contributed to FPGA designs and implementations; conducted hardware and mechanical design for product prototypes; worked with sales and marketing to establish product roadmap, required capabilities and features; served as the

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primary technical contact with key customers and prospects, including pre-sales requirements determination and post deployment support.

**May 1990 to  
Dec. 1992**                      *Senior Software Engineer*                      **DaVinci Graphic, Inc.  
Sunnyvale, California**

Start-up, Color hard-copy graphics products for enterprise and consumer markets (HPGL and Postscript products). Designed and implemented embedded firmware; contributed to the ASIC design; developed test and verification systems. Engaged with customers in pre-sale and post sale support.

May 1983 to                      *Engineering Specialist, Software*                      Northrop Corp., Electronics  
May 1990                      *Design Manager*                      Systems Division  
Hawthorne, California

Navigation and Avionics products for aerospace applications. Co-founding member of advanced technology sector which created current AINS product lines. Lead the software engineering effort for development of advanced Astro-inertial navigation systems, guidance, avionics and flight control systems; performed systems engineering and analysis; developed the first solid state image sensors (hardware, software and algorithms) for us in multiple optical element telescope. Participated in planning and execution of flight test operations and served as navigation system specialists during flight test operations.

**May 1981 to  
May 1983**                      *Member of Technical Staff*                      **Hughes Aircraft Company,  
Ground Systems Group  
Fullerton, California**

Aerospace, air-defense systems. Research on engineering methodologies. Contributor to Ada Environments definition and language standard. Participated in ANSI language standardization process. Developed communication protocols for local and wide area networking.

**June 1980 to  
Dec. 1981**                      *Internal Consultant*                      **TRW Vidar, Inc.  
Mountain View, California**

Telecommunications, PSTN Switch products for Local Exchange Carriers.

**June 1978 to  
June 1980**                      *Research Associate*                      **Stanford University,  
Hansen High Energy Physics**

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### Complex

Instrumentation and control systems development for experiments in high-energy physics.

### Education

University of California, Irvine, BS, Information and Computer Science,  
Post-graduate study in Systems Engineering and Aeronautical Engineering.

FAA Certificates: Commercial Pilot, Flight Instructor, and Ground Instructor.