

Highlights:

- MBA in Finance – Vanderbilt University/Owen School of Business
- MS in Electrical Engineering – Case Western Reserve University
- BS in Electrical Engineering – University of Vermont
- Extensive experience in
 - Business and IP valuations
 - Negotiations
 - High value transactions
 - High technology product development
 - Acquisitions and divestitures
- Extensive international experience
 - Closed a \$MM business divestiture in Japan
 - Acquisition experience in the US, UK and Canada
 - Semiconductor development in France and Japan
- Single without children – can travel anywhere, anytime and for any duration
- Available immediately – I can live anywhere

ADAM RESCH JOHNSTON

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SUMMARY

Business Development Manager with extensive background in marketing program generation, account management, corporate resource allocation, and product rollout in a high-tech environment. Experience in partner/customer development with emphasis on profitable growth through continual interaction at senior management levels. Established marketing and sales strategies with focus on programs and pricing to drive maximum return on investment. Experienced in:

- Pricing strategy
- IP valuation
- Revenue generation
- Budget responsibility
- Contract Negotiation
- Team building
- Organization development
- Mergers & Acquisitions
- Executive and large group meetings

PROFESSIONAL EXPERIENCE

JOHNSTON WERKS, INC., Stillwater, Minnesota **2009 – present**
Owner

Provide consulting services to small businesses and startups in the Twin Cities area.

- Analyze and advise clients on corporate structure and tax implications.
- Provide business infrastructure assistance, i.e. domain registration, MN state incorporation process, funding, capital structure and web presence.

3M COMPANY, St. Paul, Minnesota **2007 – 2008**
Business Development Manager

Manage the in-bound licensing, out-bound licensing and joint development of intellectual property, know-how and patents, for all of 3M's business units.

- Closed a \$3M divestiture within the first six months.
- Generated, through divestitures and out-bound licensing, over \$12M of bottom line income during the first year and a half.
- Built a model for the valuation of litigation that is used as part of the decision framework for patent infringement enforcement.
- Generated dozens of litigation valuations for various divisions throughout the company.
- Created a patent portfolio analysis tool for the investigation of 3M's intellectual property in comparison with potential new business acquisitions or divestitures.
- Became the Subject Matter Expert for IP valuation and revenue recognition within the Legal Affairs Department.

ALTERA CORPORATION, San Jose, California **2000 – 2005**
Senior Manager, Business Development 2003 – 2005
Manager, Business Development 2001 – 2003
Manager Strategic Marketing 2000 – 2001

Performed corporate development activities including identification, analysis, due diligence, and negotiation of inbound technology licenses, private equity investments, and acquisitions.

- Successfully identified, negotiated and closed over twenty \$MM inbound technology licenses, private equity investments, and intellectual property acquisitions.
- Scuttled numerous transactions as a result of due diligence findings.
- Assisted with the integration of operational acquisitions.
- Improved and maintained a private company database for the identification and analysis of future activity in the semiconductor, EDA and fabless IC marketplace (numerous investment bankers have commented that this is the best private semiconductor database they have ever seen).

- Created and maintained a database of all venture capital activity worldwide, with specific attention to semiconductor related investment activity, for the analysis of the private equity markets as it compares to the semiconductor space.
- Attended board meetings of equity investments, in an observational role, to provide guidance and assistance when applicable.
- Created a strategy, process, and valuation tool, for the accumulation of complimentary patents to increase the defensive strength of Altera's patent portfolio.
- Researched, analyzed and presented, potentially disruptive and complimentary technologies to the executive staff on a quarterly, and as needed, basis.

LSI LOGIC CORPORATION, Milpitas, California

2000

Product Line Manager – Storage ASICs Group

Drove the analysis and decision to develop a “Disk Drive on a Chip” solution that generated over \$60M in Japanese business within seven months. The new business generated the financials to support the LSI Logic acquisition of DataPath and their read channel technology.

- Developed and maintained the technology roadmaps for the marketing of ASIC/ASSP solutions to data storage related customers.
- Managed the development of an internal web site for the communication of customer needs to other vertical business units within LSI Logic.
- Supported new business development activities through customer presentations, and the creation of business plans for decisions concerning new product investment.
- Worked with international storage customers to ensure that LSI Logic was developing the technologies necessary for future design wins.

QUANTUM CORPORATION, Boulder, Colorado

1996 – 1997

Servo Engineer – Specialty Storage Products Group

Supported the servo efforts on Quantum's Value Add line of DLT tape products. Activities involved system level cost reduction and servo design for a cost performance tape product.

- Engineered solutions to remove over \$10/drive from the BOM associated with the servo control functions of the drive.
- Managed the integration of new technology for further cost reduction and future product development.
- Extensive use of Matlab/Simulink, Wind River development tools and the NEC v850 emulator.
- Supported various code development projects for mechanical testing of new drive components.
- Developed a microcontroller based ICE tool for embedded SW bug detection and analysis.

MOUNTAINGATE DATA SYSTEMS, Reno, Nevada

1994 – 1996

Senior Design Engineer

Organized, managed, and performed design level modifications on a \$40M military grade Magneto-Optical disk drive obligation.

- Worked extensively with the end customer to transform a development grade MO disk drive into a production grade product.
- Activities ranged from modifying product designs to presenting technical information to customers.
- Developed new product ideas for the computer storage industry and the digital audio-visual marketplace.

QUANTUM CORPORATION, San Jose, California

1993 – 1994

Servo Engineer – Advanced Products Engineering Group

Debugged, optimized and evaluated the time optimal control system of a hard disk drive actuator.

- Supported the control system design effort from design through production.
- Designed the architecture, and managed the development, of a combination spindle-actuator power chip for cost reduction on future products.
- Worked internationally with engineering teams in Japan, Italy, the Netherlands and France.

QUANTUM CORPORATION, San Jose, California

1990 – 1991

Design Engineer – Advanced Products Engineering Group

Worked with a team of engineers to develop, implement and experiment with leading edge technology for hard disk drives. Supported production design teams during initial design development of new products.

EDUCATION

Master of Business Administration in Finance

Owen Graduate School of Management, Vanderbilt University, Nashville, Tennessee

Advanced coursework in quantitative portfolio management and derivatives valuation (theoretical and numerical methods). Extensive use of Excel and MATLAB for valuation modeling.

Master of Science in Electrical Engineering

School of Graduate Studies, Case Western Reserve University, Cleveland, Ohio

Emphasis on digital control system theory. Thesis work developed the use of magnified force reflection for the enhancement of telemanipulation in three degrees of freedom. Theories were proven out using a Panasonic robot and a Cybernet Force Reflecting Hand Controller. Control code was written in C, developed on Sun workstations, and executed on Motorola VME cards utilizing an internally developed real time operating system.

Bachelor of Science in Electrical Engineering

College of Engineering and Mathematics, University of Vermont, Burlington, Vermont

Completed degree in three years. Focus included theoretical plasma physics and programming for mathematical and physical problem solving. Recipient of National Science Foundation Undergraduate Research Experience Fellowship.