



## EAF LLC

...a fusion of engineering & art  
www.eaf-llc.com  
399 Blackfoot Street  
Superior, CO 80027  
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## Blaine R. Bateman, President

Blaine R. Bateman: Principal and President. We provide analysis and insight for investment, M&A, business plans, expansion/globalization, new markets, and more. What can we add to your business?

### Recent projects:

- Developed M2M opportunity analysis for investment decision for engineered materials company
- Managed cloud-based IoT software platform launch for FTSE 250 Company
- Managed strategic initiative to train tech sales teams to value sell for \$1B tech company
- Helped small-cap component company develop strategy to double available market
- Strategic analysis of market adjacencies for Fortune 1000 tech company

**Background, Blaine R. Bateman.** Over 30 years of technical, analytical, and cultural experience in the US, China, Taiwan, Japan, Korea, Malaysia, Singapore, UK, Germany, France, Sweden.

### Analysis & Strategy

- Retained by \$0.5B technology Division and developed strategy to add higher profit growth through consolidation of specific parts of the industry value chain.
- Helped Fortune 1000 Materials Company evaluate opportunity in RF applications.
- Consultant/project leader for London headquarters and two Divisions of multi-national Electronics Firm developing strategic plans, market analysis, and portfolio analysis.
- Global responsibility for growth strategies especially in Automotive and Wireless Telecom for \$1B Electronic Component Company.
- Led due diligence for \$90M acquisition of Infrastructure Antenna Company and formation of infrastructure antenna systems business unit.
- Developed business plan for Telematics culminating in \$90M acquisition of Automotive Antenna Company and creation of Telematics business unit.

### Analytics

- Developed Activity Value Mapping™ tool to evaluate strategy of business units.
- Led development of data blending tools & metrics with vertical market data, OEM proxies, and sales performance.
- Drove standardization of market data and analysis. Improved analytics data accuracy from < 50% to > 90%.
- Market share analysis using both direct measures and indirect proxy models.
- Developed Monte Carlo approach for estimating risk in sales forecasts.

### Product Development

- Led Agile-development team and launched end-to-end M2M software analytics platform for Class I Railroads in 18 months.
- Detailed reverse-engineering analysis of antenna BOMs for strategic adjacency analysis.
- Ran product development and R&D for Telematics, 802.11, Bluetooth, and WAN products for \$200 M Antenna Company.
- Generated 20+ patent applications; launched 100+ programs in 42 months.
- Managed design and qualification of aftermarket XM Radio antenna.
- Led launch of Telematics manufacturing in Shanghai to win GM business.
- Released over 50 products/15 product lines in 27 months for startup RF/Antenna Company.
- Created industry-first validation guide for Total Organic Carbon analyzer, then developed customer validation program as a profit center within company.



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### Quality & Operations

- Increased antenna production 400% with ARO reduction from >8 weeks to 4 weeks in fast-growing Startup.
- Launched production in Mexico, China, and Malaysia at both contract and owned sites.
- Qualified new products with General Motors, Qualcomm, Ericsson, Visteon, Siemens VDO, AT&T, Motorola, and others.
- Transferred magnetic storage product to licensee NEC in parallel to startup in China for disk-drive startup.
- Managed material planning, quality, logistics, and suppliers supporting pilot production.
- Corporate Quality spokesperson for key OEM customers including Dell.
- Implemented ISO 9000 quality system in Instrument Startup Company to achieve registration in less than 9 months.
- Led Instrument Company through first-ever audits by pharmaceutical customers.
- Increased final QC throughput 5X using quality-management approaches.
- Created and trained service unit as formal group within Company to meet customer demands.

### Research/Technical

- Managed research as Chief of the Chemical Engineering Division, NIST (US DoC).
- Led C++ development for FEA model of chemical vapor deposition (CVD) reactor.
- Invented generation of  $O_2^{1\Delta}$  from solid state for 25 kW laser (Air Force COIL program).
- Wrote large-scale real-time data acquisition/control software for National flow laboratory.
- Implemented software error propagation in database for National Flow Metering Standard.
- Bench work in biotechnology, cryogenics, fluid dynamics, chemical reactors.

### Other Experience

- Developed case-studies and role-plays for Value Selling program in large tech company.
- Developed and presented course lectures on Business & Marketing in China to University of Colorado MBA program in International Business and Marketing.
- Invited speaker at Holland & Hart seminar on Doing Business in China.
- Developed curriculum & led seminars in "Leveraging the Matrix—Building Effective Teams and Support Structure" as part of Laird Technologies University professional training program
- Commercial software development of statistical design of experiments package for SCI.
- Retail sales, machine shop, welding, mechanic.

### Education

- B.S. Chemical Engineering, University of Colorado, with special honors.
- Professional certificate in Total Quality Management, University of Colorado.
- Strategy Development, Washington University in St. Louis.
- Integrated Strategic Planning, Caltech.
- Certificate with Distinction, Game Theory, Stanford University (MOOC).
- Certificate with Distinction, Competitive Strategy, Ludwig-Maximilians-Universität, München (MOOC).
- Certificate, Cryptography, Stanford University (MOOC).
- Training in ISO 9000, financial management, negotiation, equal employment opportunity.

### Honors/Awards

- Awarded 18 patents in fields ranging from chemical instruments to antenna and RF system design, several other applications pending/in process.
- 10-patents award (first in company), Laird Technologies.
- Department of Commerce Bronze Medal for contributions to Management
- Outstanding Senior in Science and Engineering, University of Colorado
- Dean's scholarship, University of Colorado