



Blaine R. Bateman
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CUSTOMER ENDORSEMENTS

"EAF provided an excellent market analysis. Our team was impressed by his depth of technical as well as market knowledge."

"His work ethic and intelligence are unmatched in my opinion."

"I found the process illuminating and have been able to utilize many of the recommendations from the project report."

"I hired him for some strategic consulting and would highly recommend Blaine. [He] has broad technology background and very strong understanding of markets."

"...provided a first class presentation on China, as well as developments in Europe and the Middle East. Blaine is a very knowledgeable analyst and expert in the area of International Business..."

Education/Skills

- BSChE, CU Bldr. w/special honors
- Prof. Cert. TQM, CU Bldr.
- Certificate, Integrated Strategic Planning, Caltech
- Strategy Development, Washington Univ. St. Louis
- Cert. w/Distinction, Game Theory, Stanford (MOOC)
- Cert., Cyber Security, CFE Media/RCEP
- Cert. w/Distinction, Competitive Strategy, Ludwig-Maximilians-Universität München.
- Cert., Cryptography, Stanford (MOOC)



EAF LLC

...a fusion of engineering and art

Consultant, Technologist, Analyst, Strategist, Writer

Strategic thinking, global market insights, superlative analytical skills

"What struck me after all these years was there is an art to seeing a big picture, getting a vision on how to solve a problem, digging in with sound research approaches and critical analysis, and presenting results in a beautiful form that enables a client to say 'aha!'"

Blaine Bateman

EAF is focused on the art of putting it all together: We want to help clients have that "aha!" moment. Finding the right acquisition, optimizing your portfolio, creating a better organization, understanding new markets...What can we add to your business?

We help you revitalize your strategy by examining your business, analyzing your markets, assessing internal value chains, strengths & weaknesses, customer inputs, financial performance, and more. We map activities to discover the actual operating model of units to inform strategic change.

Expert at analyzing vertical markets, customer groups, and market niches; we can identify attractive areas for growth. We are current on many global markets through partnering with leading market data companies, and conducting our own ongoing research. Available market size for almost any vertical can be estimated with our own modeling approaches. Specialized approaches include dynamic modeling, statistical portfolio analysis, game theory, and Activity Value Multiplication™.

Highlights

Over 30 years of analytical, technical, communication, market, strategic, and cultural experience in the US, China, Hong Kong, Taiwan, Japan, Korea, Malaysia, Singapore, UK, Germany, France, Sweden.

- Market-technology-product roadmap for small tech firm followed by adjacency analysis to double TAM.
- Lead technology advisor for M&A in most deals for large tech firm.
- Senior business advisor to develop value selling training and roll out for multi-billion dollar tech firm.
- Technology due diligence for \$90M acquisition of infrastructure antenna company and formation of business unit for specialty electronics/RF company.
- Strategy deep dive and detailed plan for wireless products operating division of multi-national specialty-product tech company.
- More than 20 patent applications and 100+ program launches for global antenna company.
- Lecturer on Business & Marketing in China to University of Colorado undergraduate and MBA programs in International Business and Marketing.
- Chief of Chemical Engineering Division, NIST (US DoC).
- CRM/Pipeline data from Oracle CRM integrated with sales and market data for dashboard and trending of likely future sales and markets.
- Curriculum development and seminars on three continents in as part of professional training program for multinational company ("Leveraging the Matrix—Building Effective Teams and Support Structures").

KEY SERVICES

Market Analysis & Estimation
Due Diligence, Technical Writing & Technology Advisory
Strategy Analysis & Development
Business Analytics & Performance
Dynamic Modeling, Game Theory, Statistical Analysis
Project Management
Employee Development & Training

MARKETS

telecom, mobile communications, antennas, M2M, computing, tablets, automotive, telematics, EMI materials, thermal materials/systems, RF products, medical, chemical, photonics, industrial electronics



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