

Resume: Thomas D. Nastas

Tel # USA: +1.517.899.1432

Tel # Russia: +7.985.923.4727

Tom@IVIpe.com

www.scalingupinnovation.com; www.IVIpe.com

<http://www.linkedin.com/in/thomasnastas>

<http://www.slideshare.net/TomNastas>

Entrepreneur & founder of Innovative Ventures Inc. (IVI). I created IVI to invest venture capital (VC) into university technology from Michigan State University & the University of Michigan. In 1990 with a few coins and lots of energy I led IVI's international expansion into Canada & Europe, then Africa, later into Kazakhstan & Russia, created new [venture funds and grant programs](#) to finance technology and entrepreneurs in these countries and regions: >\$430 million committed from Governments & development banks like the US Government, European Bank for Reconstruction & Development, International Finance Corporation, Canadian Development Bank, European Commission, the Government of Kazakhstan & institutional investors

Lived, worked and invested in Canada, Europe, Africa, Kazakhstan & Russia (for 10 years). Acquired deep understanding of investing in tech and non-tech companies/entrepreneurs (with domestic investors & Governments) in these regions, what works & does not (& why) in countries with different economic environments, cultural practices & legal regimes that require new protocols of doing business to balance the interests of all stakeholders to achieve success

Early career: Product development engineer, Ford Motor Company: Manager of product planning at Multifastner Corp & Donnelly Mirrors (auto suppliers). Advisor to AMF, Lear Sigler, Recomtex, Votrax Speech Synthesis, Sinteris Magnetics & Chinese Computer; in the planning, development & marketing of technology products. Mentored technical staff in processes for planned innovation

Accomplishments in US & International Venture Capital & Private Equity (1986-Now)

- 1.) Raised \$4 million from the State of Michigan, Michigan corporations & angel investors. Managed operations, sourced deals through closing, led staff of four (4). Structured six (6) early stage tech investments as royalty + equity. Results? Profits of \$16 million returned to investors with IRR = +35% net of fees. Highlights:
 - \$700,000 investment generated \$500,000 in royalty returns in 1st year + \$12 million in capital gains when ESI (**ESIO: NASDAQ**) acquired Applied Intelligence Systems Inc, (U-M tech)
 - \$700,000 invested in Neogen (MSU tech) yielded valuation increase from \$10MM to \$22MM w/IPO (**NEOG: NASDAQ**); total shareholder value created > \$750,000,000 (2011)
 - \$200,000 invested yielded \$135,000 in royalties as Personal Bibliographic Software (U-M professor-founder) grew in sales from \$250,000 to \$3MM and capital gains of \$1 million when acquired by Thompson Financial (**NYSE: TRI & NASDAQ: TRIN**)
- 2.) Create/manage international venture & private equity funds. Accomplishments? Initiated contact with Governments & their development banks to finance early stage tech entrepreneurs with royalty based & venture lending funds, later created traditional private equity and fund-of-funds. Motivated stakeholders & the bureaucracy to commit money to these funds; developed fund strategies, investment memorandums to raise capital, deal sourcing thru structuring & management of investee companies, training of staff & fund management. 120 enterprises financed in Africa, Canada, Europe and Russia. Results?
 - **Canada:** C\$100 million [Venture Lending Fund](#), raised from the Canadian Development Bank. Executed as a venture lending and royalty based fund for financing tech SMEs
 - **Africa:** \$280 million Africa Enterprise Fund with capital raised from the International Finance Corp (IFC) of the World Bank. Executed as a venture lending and royalty based fund
 - **W. Europe:** \$10 million [Technology Performance Scheme](#) with investments in projects of early stage companies with cash returns earned as a % of cost savings realized by customers purchasing tech solutions. Financed by the European Commission

- **France:** \$5 million [Financière St. Dominique Fund](#). Established [royalty fund](#) for early stage technology investing in France & Germany
- **Africa:** \$5 million E. Africa '[Fund of Funds](#)' for Kenya, Tanzania & Uganda. Capital committed from the World Bank to funds of Uganda Development Corp. and Impres (India)
- **Africa:** \$30 million Succession Fund for South Africa, raised \$ from IFC & pension funds
- **Russia:** \$30 million HP Russia Fund with capital raised from the European Bank and the US Government. Managed staff of nine (9), offices in Volgograd, Samara & Saratov
- **Russia:** \$440 million Russia Fund. Established Fund's debt/equity operations + bank lending program, managed staff in Vladivostok, Khabarovsk & Sakhalin offices. Sample deals:
 - Konkom-Invest ➤ Nesina ➤ Davdov ➤ SuyuzTehnoTrans ➤ MRCI
 - Contact Plus ➤ Air-Service ➤ Rakurs-S ➤ Antarius-Service ➤ Soloveb
 - Vostochnoye ➤ Chernykh ➤ Implants
- **Russia:** CIS High Technology Investment Consortium™; Created VC w/Shell Technology Ventures (\$5 million); finance Russian tech in oil field services (focus on upstream tech)
- **Kazakhstan:** Manage \$85 million technology commercialization project as member, Board of Directors. 2011/2012 results? Invested \$22 million to 21 university research groups, lead initiative-establish tech commercialization office to transfer science to market

4.) Advisor to investors & governments in venture capital & grant programs

- **Kazakhstan:** National Innovation Fund (NIF), \$1 billion managed. Engaged by World Bank and NIF, design new grant & VC initiatives to finance tech; from proof-of-concept to 1st sale
- **Croatia:** Engaged by World Bank, transition its grant program in Croatia & the Government's fund-of-funds to creation of new [early stage tech VC funds](#)
- **Russia:** Russian Corp. for Nanotechnology (Rusnano), \$10 billion managed. Initiated the relationships between Rusnano and Universities of Colorado, Utah & Michigan. 'Sold' the Rusnano mission to these universities, and secured their commitments to partner with us in tech development, tech transfer & creation of new start-ups to commercialize technology. I negotiated & secured signed MoUs, and this success demonstrates the trust & confidence I create between parties, in this case, 'bridge' the interests of US and Russian organizations
- **Russia:** Russian Venture Company, \$1 billion fund-of-funds, create funds to fill market gaps:
 - 'Deal flow' funds- catalyze creation of GameChanging tech, e.g., new technology to economically exploit deep & far off-shore oil fields in Russia
 - 'SBIC type' funds, a new class of VC that provides medium term (3-5 years) \$ since only short term (12 months) & long-term \$ (>5 years, AAA firms only) exist in Russia
- **Slovakia:** Mini grant & royalty based funds for Slovakia, engaged by the World Bank
- **Latvia:** VC initiative for Latvia, engaged by the World Bank
- **Kazakhstan:** Advisor, early stage VC initiative for the World Bank & Gov't of Kazakhstan
- **Russia:** Lead advisor in US/EU initiative to transition Russian scientists from military to industry; evaluate/structure tech opportunities in IT, biotech, medical, security & energy. Results? Led team in commercializing sensor tech & IP for telecomm & energy mkts; global customers TeleSonera & Schlumberger. Trained 100+ scientists in commercialization

Elections to Board of Directors/Management of Investees: 1986-Now (Contributions [Here](#))

1). **USA**

- Applied Intelligence Systems Inc. (Ann Arbor, MI), 1986-1992
- Personal Bibliographic Software (Ann Arbor, MI), 1986-1992
- Investment management, Neogen & Gateway (Lansing, MI), 1986-1992

2). **Russia**

- Zelenograd Nanocenter, (Zelenograd), nominee, Russia Corp of Nanotechnologies, 2010
- SotsgorBank (Moscow), nominee of the Firebird Fund (New York City), 2007-2010

- BPOcom (Moscow). I'm an angel investor & shareholder in this company, 2008-now
- Independent Directors Association, (Moscow), 2008-2012
- Director in Flexoprint (Volgograd), 1997-1998
- Frank's Ice Cream (Magadan), 1998-1999
- MRCI (Sakhalin & Seattle WA, USA), 1998-1999
- Invest mgt., Rolti (Samara), Lada Xleb (Samara) & Saratov Wallpaper (Saratov), 1997-1998

3). **International**

- Suntyco, Cyprus (shareholders Tata Group, Mumbai & EBRD, London, nominee of the EBRD), investment in Grand, Moscow, 2009-2012
- Technology & Commercialization Board (Recommended by the World Bank), appointed by the Ministry of Science & Education, Republic of Kazakhstan, Almaty, 2010-now
- Member, Global Investment Advisory Committees of the Larta Institute, Los Angeles, California & Softline Venture Group, Moscow, 2009-now

Accomplishments: Int'l Bus Dev. & Marketing; Publications, Public Speaking & Trainings

Purposes? Branding & positioning, build global contacts, relationships & a reputation. Results?

- 1). Publications, forty-four (44) in journals of the USA, Canada, Europe, Africa, Asia & Russia, e.g., Harvard Business Review, Development Outreach, Asian, European, UK & US Venture Capital Journals. View/download at http://scalingupinnovation.com/?page_id=13
- 2). Global speaking engagements, forty+ (40) at events in the US, Canada, Europe, Africa, India, Croatia, Latvia, Kazakhstan, Turkey & Russia: http://scalingupinnovation.com/?page_id=104
- 3). 'Master Classes in ['Scaling Up Entrepreneurship'](#) & ['Path to Commercialization'](#), three (3) day programs to increase entrepreneurship, innovation & VC investment in emerging markets, delivered in Croatia, Kazakhstan, Russia + investment officers & project managers-World Bank
- 4). Multiple training programs to international investors, technology managers & scientists, forty+ (40) conducted in the USA, Canada, Europe, Croatia, Africa, Kazakhstan, Latvia & Russia. View some at <http://www.slideshare.net/TomNastas/presentations>

Education

MBA, cum laude, Marketing	Michigan State University (E. Lansing, MI, USA)
BA, cum laude, Engineering/Business	Michigan State University (E. Lansing, MI, USA)

Contributions in Entrepreneurship & Professional Development

Develop & train future leaders, identify talent for employment in companies I am involved with:

- 1.) August 2012-Mentored [80 entrepreneurs from 36 countries](#)—technology to solve global challenges—at [Singularity University](#) (Silicon Valley), created by [x-Prize Foundation](#) CEO/founder [Peter Diamandis](#) + investor, entrepreneur & futurist [Ray Kurzweil](#)
- 2.) October 2010-now: Adjunct Professor, Executive MBA program, Colorado State University (CSU), Ft. Collins, Colorado, in Kazan, Russia. Students (employees) hold senior positions in state owned enterprises, Ministries of ICT, Industry, Trade & Development, the Tatarstan Presidential Administration and Tatarstan's sovereign wealth fund, Kazan, Russia
- 3.) June/July 2010: Mentor, [Unreasonable Institute](#), Boulder, CO. Conducted one week of mentoring to 25 entrepreneurs from 16 countries-5 continents in 8 week program, topics 'Building a Management Team of Glory,' 'Scaling Up Innovation,' 'Raising Money, the Tradeoffs & Choices (& their implications to entrepreneurs),' 'Deal or No Deal,' etc.
- 4.) Jan. 2002–May 2009, Prof. of Marketing, MBA program, American Institute of Business & Economics (Moscow). Courses taught included 'Entrepreneurship & New Venture Creation, (taught 7x), 'Principles of Marketing,' (taught 13x), & 'Sales Management,' (taught 7x). Prof of Marketing, Touro University (New York & Moscow), course taught 'Sales Management'