



Wayne B. Norris

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CEO / SENIOR EXECUTIVE

Thirty-seven years of experience in management, business, finance, accounting, engineering, software development, and scientific research. Currently CEO of a government services and technology R&D firm. Previously President and Chief Financial Officer of a publicly traded technology firm with 130 employees and 3 offices on 2 continents. Personally closed over \$30 million in product and service sales. Negotiated mergers to \$20 million. Program manager for an RFID-based repair and maintenance Supply Chain Management System for the US Army. Inventor of a patent pending system for battlefield explosives detection. Host of a weekly radio talk show, *Business and Technology*.

RECENT EMPLOYMENT HISTORY

CEO, BOSSgov, Inc. / Chief Scientist, BOSSdev, Inc., family of companies 2005 - current

BOSSdev is a technology provider specializing in multiple systems for major US and international firms and the US military community.

Duties:

- Strategic positioning, Technology Management of US Government contracts, Customer relationship management, security solution engineering, representation of the company to government and industry. I am a regular presenter on Capitol Hill and at the Pentagon.
- Spearhead of ongoing negotiations with investment bankers for \$60 million company recapitalization
- Created a Series A Preferred / Series B common structure for a solar energy utility to be added to a California public power district
- With a support team, won a contract for security audits of all Maryland Motor Vehicle Administration facilities.
- In negotiations to place intelligent video surveillance cameras throughout crime ridden areas of Los Angeles.
- With a support team, won a contract for supply chain management / data mining for all US Army armored vehicle parts and maintenance operations. I am Program Manager of the resulting I-LIMBS [Intelligent Logistics Information Management and Bridge System] supply chain middleware project for the US Army Tank Command's Tank Automotive Research and Development Center [TACOM/TARDEC].
- Chief Designer and Program Manager of a patent pending Improvised Explosive Device [IED] detect/defeat system using Thermal Neutron Activation Analysis. Successful tests were recently performed at the Radiochemical Engineering Development Center at Oak Ridge National Laboratories [REDC/ORNL], and the system is being prepared for presentations to Government stakeholders and potential private investors.
- Chief Scientist for our line of millimeter and terahertz microwave security cameras, which can detect hidden liquid explosives under clothing without invading personal privacy, in final negotiations for placement at US airports: <http://www.defendertech.com/threatdetection.php>. [I was interviewed on CNN's Anderson Cooper 360 on August 10, 2006 about this camera system and its capabilities as a result of the disclosure of the London bomb plot]

I host a radio show to advertise our product lines, *Business and Technology*, on KZSB-AM 1290 and streaming live on the Web at www.newspress.com. Previous guests include the Outreach Coordinator for the Central Intelligence Agency's In-Q-Tel Venture Capital firm, as well as numerous other technology leaders.

President, Chief Financial Officer, and Board Member, Offshore Creations, Inc., 2003 – 2005
[acquired by BOSSdev, Inc.]

Offshore Creations, Inc. was a publicly traded 130-person US-based multinational software engineering firm with business and sales offices in the United States and engineering offices in Ukraine. It was acquired by my present firm. OSC and its successor business unit supply IT products and services, web services, and static art and animation to more than 100 customers from the US and Europe. Users of OSC software include Disney, Warner Brothers, the Department of Homeland Security, the US Navy, the US Army, the German Air Force, Brunswick Corporation, and more than 100 others.

Duties:

- I designed the financial and capital structure and reporting system, authored the internal financial processes, trained the senior financial and bookkeeping staff, and managed all financial and audit operations.
- I was responsible for all US regulatory agency reporting and liaison, including SEC and NASD reporting responsive to GAAP, FAS, SAB, and SOP standards.
- I authored the company's Form 10, including the MD&A.
- I was responsible for developing and implementing company performance metrics, job costing standards, and related management accounting standards.
- I was responsible for all tax planning and reporting to US taxation authorities and generating output for reporting to foreign tax authorities.
- I was responsible for our outside finance instruments, primarily debentures.
- I was responsible for all financial aspects of the company's merger.

Financial Controller and Management Consultant in private practice, 2002 - 2003

Private practice consulting for numerous firms, including Cox Communications, Inc., Adrienne's Gourmet Foods [50-state supplier of gourmet baked goods], Phoenix X-Ray, Inc. [multi-national manufacturer of X-ray inspection systems], The Total Link, Inc. [CLEC – local telephone company], and Advantage Computer Systems, Inc. [point of sale computer systems].

Duties: Financial and technical consulting, business plan development, regulatory agency liaison, and corporate promotional assistance.

Senior Program Manager, 3DstockCharts.com, 2000 – 2001

3DstockCharts.com produced real-time 3-D displays of Level-2 stock prices on the major Electronic Communication Networks [ECNs]. The site was used by stock traders worldwide.

Duties: Project and engineering management, identification of patentable technologies.

Research & Development Manager, Biopac Systems, Inc., Goleta, CA, 1999 - 2000

Biopac Systems manufactures a line of medical instruments for research and education.

Duties: Management of the newest release of the core product; establishment of the Quality Assurance department; creation of software development life cycle / ISO 9001 procedures.

Vice President, Emulation Systems, Inc., Santa Maria, CA, 1998

Emulation Systems, Inc. built aircraft and truck simulators for use in the US Government, civilian training, and entertainment industries.

Duties: Management of Engineering, R&D, and Customer Support.

Vice President, Chief Technology Officer, Typhoon Software, Santa Barbara, CA, 1992 - 1997

Typhoon Software, Inc. was the world's largest supplier of outsourced Russian software engineering talent. The company had 80 employees and offices in St. Petersburg, Russia, Santa

Barbara, CA, and Agana, Guam. Typhoon performed 57 projects for 41 U.S. customers over 5½ years, including 7 Fortune 500 companies.

Duties: I marketed and sold every original project Typhoon ever produced, and assumed primary management responsibility for all of them. I was in charge of the company's trade show presence and staff at 7 COMDEX shows, personally met with 300 prospective customers, and successfully closed 41. I managed the following projects: 35 engineers in a multi-year effort for our customer, Harris Digital Telephone Systems, including white-box development of a prepaid telephone card system for MCI installed in Istanbul, Dohar, Beijing, and Toronto; development of the world's most successful PLM-to-C translator; a successful 8-person, 4-month proposal for a \$7.5 million rewrite of the entire Guam government accounting software environment; and development of the Novell Networks voice recognition API, SRAPI 1.0, 1.1, and 2.0.

Director of Federal Systems Division, ExperTelligence, Inc., Santa Barbara, CA, 1990-1991

ExperTelligence, Inc. was a creator of artificial intelligence software, LISP language products, and was an early pioneer in visual object oriented tool development.

Duties: I managed the largest object-oriented hypertext software development project ever undertaken for the US Government, Dynamic Documents™, for a National Security customer.

SELECTED EARLIER EXPERIENCE

Physicist, Member of Technical Staff, General Research Corp., Santa Barbara, CA / the Pentagon

Research in electromagnetic scattering, neutron transport, counterterrorism, and Strategic Defense Initiative technology.

President and Chief Pilot, Norris Airways

I created and operated an aircraft fixed base operation ("FBO"), FAR 135 Air Taxi, and Cessna dealership with 14 employees, including 9 pilots, 3 departments, and 11 aircraft.

CEO, Norris Associates, Environmental Consultants

I created and operated an environmental and engineering consulting firm. Projects included residential developments, a power plant in Omaha, NE, a sewage system in Los Angeles, CA, and oil drilling offshore Orange County, CA. I was Chief Scientist for the creation of the Oil Spill Contingency and Emergency Plans [OSCEPs] for the Chevron oil platforms in the Santa Barbara Channel, and created fuzzy set simulations of governmental decision making.

CEO, Gasohol, Incorporated

I organized the first modern wholesale and retail gasohol company west of the Mississippi, with 8 investors and 10 employees at 2 sites. Wholesale customers included the U.S. Navy.

Computer Systems Analyst, Vandenberg AFB, Edwards AFB, General Motors Delco Division, Raytheon Electromagnetic Systems, Hughes Aircraft Santa Barbara Research Center, AlliedSignal Corporation, and others

Computer software development for aerospace, national defense, and commercial projects.

Physicist, Rockwell Science Center

I performed published research on moon rocks returned from Apollos 11 and 12, on planetary atmospheres, and on Big Bang residual glow. I also performed research for the first Environmental Impact Statement ever written in the state of California.

EDUCATION, CERTIFICATIONS, and LICENSES

- University of California, Santa Barbara: B.A. Physics
- University of California, Santa Barbara: Courses leading to designation as a CPA
- Microsoft Certified Professional [MCP] designation
- Project Management Professional [PMP] designation

- University of Texas, Austin: Professional Certificate, HAZOPS and Risk and Management
- Defense Department Industrial Security Institute, Honolulu, HI: Security Management Certificate
- University of California, Santa Barbara: Post-graduate work in Advanced Mathematics and Physics, Human Factors, and Ergonomics
- FAA Airline Transport Pilot; Ground Instructor, Parachute Rigger, former CFII/ASMEL

SELECTED COMMUNITY EXPERIENCE

Candidate, United States Congress, 19th Congressional District, State of California, 1986

I was elected as my party's nominee for Congress in a 3-way election on June 5, 1986. I was defeated in November by a 7-term incumbent of the other party. I served as an ex-officio member of my party's Central Committee for 2 years as a result of that contest.

President, Board President, Mothers Against Drunk Driving, 1982 - 1988

I was elected President of the Santa Barbara County Chapter of Mothers Against Drunk Driving in 1982, two years after the group's founding. I served as President for 2 years and Chairman of the Board for 4. I pioneered the then-new concept of vehicle donations for fundraising, opened the first staffed office, and created 27 radio and 7 TV commercials, as well as the first bilingual sober driving literature.