

## Wayne B. Norris

2534 Murrell Road, Santa Barbara, CA 93109-1859

VOICE PHONE: 805-962-7703 FAX 805-456-2169

EMAIL [Wayne@WayneBNorris.com](mailto:Wayne@WayneBNorris.com) URL <http://WayneBNorris.com>

### **CAREER SUMMARY: PRESIDENT, CEO, CFO, CHIEF SCIENTIST**

Experience in management, business, finance, accounting, engineering, software development, scientific research, branding, marketing, and advertising.

- Recently President and Chief Financial Officer of an ICANN authorized Internet Domain Name registrar and Internet marketing firm with offices in the US and in Europe.
- Formerly Chief Scientist and Director of an R&D firm for which I personally raised \$4 million in venture capital funding.
- Previously President and Chief Financial Officer of a publicly traded technology firm with 130 employees and 3 offices on 2 continents. I personally took the company public.
- Personally closed over \$30 million in product and service sales. Negotiated mergers to \$20 million. Redesigned two corporate presences and launched three product brands.
- Managed more than 100 programs and projects in engineering, software, and accounting – PMP, CSM
- Inventor of a patented explosives detection system (*US Patent 7,573,044 B2; five others pending*).
- Regular presenter on Capitol Hill and at the Department of Defense.
- Formerly host of a weekly radio talk show, *Business and Technology*.
- Interviewed on CNN's *Anderson Cooper 360*.
- Industry evangelist for neutron technology.

### **EMPLOYMENT**

#### **3DStockCharts.com, Inc.**

I am developing a 3D stock market web application.

#### **Interim President, CFO, Domain Names International family of companies 2010 - 2011**

Domain Names International is one of the largest Internet domain names registrars and provider of related services. I reinvented the corporate presence, created a subsidiary corporation for upsell and cross-sell product lines, created three product brands, and structured the corporate finances.

#### **Chief Scientist, Board Member, SEDS, LLC and BOSSdev, Inc., family of companies 2005 - 2010**

BOSSdev is a technology provider specializing in multiple systems for major US and international firms and the US military community. SEDS, LLC is its Government subsidiary.

- I invented and was Chief Scientist / Program Manager of a patented Improvised Explosive Device [IED] detect/defeat system using Thermal Neutron Activation Analysis. Successful tests were performed at the Radiochemical Engineering Development Center at Oak Ridge National Laboratories [REDC/ORNL] and our laboratories. Awarded a Congressional add contract.
- Formerly Chief Scientist for BOSSdev's line of millimeter and terahertz microwave security cameras, which detected hidden liquid and solid explosives under clothing without invading personal privacy: 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.
- Won a contract for security audits of all Maryland Motor Vehicle Administration facilities. Won a contract for supply chain management / data mining for all US Army armored vehicle parts and maintenance operations; Program Manager of the resulting effort.
- Strategic positioning, Technology Management of US Government contracts, Customer relationship management, representation of the company to government and industry. Deep familiarity with counter-IED technology, CONOPS, Pentagon players, and procedures.

**Owner and Host of a Radio Show, *Business and Technology*, on AM 1290 KZSB, 2006 - 2008** archived at [www.Business-and-Technology.com](http://www.Business-and-Technology.com). Guests included the Outreach Coordinator for the CIA's In-Q-Tel Venture Capital firm, as well as many other business and technology leaders.

**President, CFO, 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. OSC and its successor business supply IT products and services, web services, and static art and animation to more than 100 customers from the US and Europe, including Disney, Warner Brothers, the DHS, the US Navy, the US Army, the German Air Force, and Brunswick Corporation.

- Personally took the company public
- Designed the financial and capital structure and accounting system, authored the internal financial processes, trained the senior financial and bookkeeping staff, and managed all finances and audits
- Was responsible for all US regulatory agency reporting and liaison, including SEC and NASD reporting responsive to GAAP standards. Authored the company's Form 10, including the MD&A.
- Was responsible for developing and implementing the company's managerial accounting standards, performance metrics, job costing standards, and related accounting standards.
- Did all US tax planning and reporting and generated output for foreign tax reporting.
- Created finance instruments, primarily debentures, managed all finances in the company's merger.

**Expert Witness in private practice, 1993 –: Intellectual property, technology, forensics, valuation****Financial Controller and Management Consultant in private practice, 2002 - 2003****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.

**Lead Expert Witness, Software Development, Microsoft vs Commissioner of Internal Revenue [US Tax Court Docket Number 16878-96], 1999 - 2000**

I was the IRS's lead expert for software development issues in the largest tax case ever litigated by any jurisdiction in history. I authored four expert witness reports admitted into the record. The Government won the case in trial court, and my arguments were incorporated into the Court's opinion.

**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. The company's simulator product is on permanent display at the Oakland Aviation Museum [<http://www.oaklandaviationmuseum.org/>].

**Duties:** Management of Engineering, R&D, budgeting, 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 talent, with 80 employees and offices in St. Petersburg, Russia, Santa Barbara, CA, and Agana, Guam, performing 57 projects for 41 U.S. customers over 5½ years, including 7 Fortune 500 companies.

**Duties:** Marketed, sold, and managed every original project Typhoon ever produced including 35 engineers in a multi-year effort for Harris Digital Telephone Systems, including: A prepaid phone card system for MCI installed in Istanbul, Dohar, Beijing, and Toronto; The world's most successful PLM-to-C translator; A successful 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.

**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:** Managed the largest object-oriented hypertext software development ever undertaken at the time for the US Government, Dynamic Documents™, for an Intelligence Community customer.

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

Research in electromagnetic scattering, neutron transport, nuclear weapons effects, counterterrorism, automated polygraphy and electrophysiology, and Strategic Defense Initiative technology.

**President and Chief Pilot, Norris Airways**

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.

**Chief Scientist, Morton Associates, Santa Barbara, CA**

I was Chief Scientist and Principal Author of the Oil Spill Emergency and Contingency Plans (OSCEPs) for Chevron's 8 offshore oil platforms and for land-based facilities, including oil and gas wells, production facilities, refineries, and crude and product pipelines in Santa Barbara, Kern, San Luis Obispo, Kings, Fresno, Merced, Stanislaus, San Joaquin, and Contra Costa Counties. I wrote *Commercial Fisheries Handbook for Proposed Exploratory Drilling Operations, Cavern Point Unit*.

**CEO, Norris Associates, Environmental Consultants**

- Created and operated an environmental and engineering consulting firm. Projects included residential developments, a proposed nuclear plant in Omaha, NE, a sewage system in Los Angeles, CA, oil drilling offshore Orange County, CA, and fuzzy set simulation of governmental decision making.

**Instructor, Multiple Subjects, University of California and California State College Extension****CEO, Gasohol, Incorporated**

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**

Performed published research on moon rocks returned from Apollos 11 and 12, on planetary atmospheres, and on Big Bang residual glow. 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: Post-graduate work in Advanced Mathematics and Physics, Human Factors, and Ergonomics, and courses leading to designation as a CPA
- Microsoft Certified Professional + Internet [MCP+I] designation
- Project Management Professional [PMP] designation
- Certified SCRUM Master [CSM]
- University of Texas, Austin: Professional Certificate, HAZOPS and Risk and Management
- Defense Department Industrial Security Institute, Honolulu, HI: Security Management Certificate
- FAA Airline Transport Pilot; Ground Instructor, Parachute Rigger, former CFII/ASMEI
- California K-12 and Community College Lifetime Designated Subject Teaching Credential, Aviation

**SELECTED COMMUNITY EXPERIENCE****Candidate, United States Congress, 19<sup>th</sup> Congressional District, State of California, 1986**

Was elected as my party's nominee for Congress in a 3-way election on June 5, 1986. Was defeated in November by a 7-term incumbent of the other party. 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 Santa Barbara Chapter, 1982 - 1988**

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

## **AFFILIATIONS**

- Association of the United States Army, Life Member [AUSA]
- National Defense Industrial Association [NDIA]
- Institute of Electrical and Electronics Engineers [IEEE]
- Association of Old Crows [AOC]
- Forensic Expert Witness Association [FEWA]
- Project Management Institute [PMI]
- Lions Club International
- Santa Barbara Chamber of Commerce
- Santa Barbara Science and Engineering Council

## **PATENTS**

- US 7,573,044 B2 *Remote Detection Of Explosive Substances* GRANTED 8/11/09 - Priority 7/18/06
- US 12/503,300 *Remote Detection Of Explosive Substances* (CIP 7,573,044) Filed 7/15/09 PENDING
- PCT/US2009/065706 *Background Signal Reduction In Neutron Fluorescence Applications Using Agile Neutron Beam Flux* Filed 11/24/09 Priority 11/24/08 PENDING
- PCT/US2009/065680 *Thermal, Epithermal And Cold Neutron Beam Forming Using Momentum Transfer* Filed 11/24/09 Priority 11/24/08 PENDING
- US 61/167902 *Minimizing Detector Noise ... Using Neutron Flux Modulation And Gamma Ray Detector Pulse Gating Synchronized To Neutron Time Of Flight* Filed 4/9/09 Priority 4/9/09 PENDING
- US 61/244,570 *Low-Cost, Organic-Scintillator Compton Gamma Ray Telescope* Filed 4/20/10 Priority 9/22/09 PENDING [with Ken Ricci, Ph.D. and Brad Paden, Ph.D.]

## **PUBLICATIONS**

- "Time-Resolved Emission Spectroscopy in Acetylene/Oxygen Explosions", *Combustion and Flame Journal*, February 1970 (with R.J. Oldman and H.P. Broida)
- "The Brightness Temperature of the Terrestrial Sky at 2.69 GHz", *Journal of Atmospheric Physics*, October 1972 (with W.W. Ho, G.M. Hidy, M.J. Van Melle, W. Hall, and H. Wang)

## **PRESENTATIONS**

I have conducted technical presentations or invited talks before the following venues:

- Joint Improvised Explosives Device Defeat Organization (JIEDDO)
- Deputy Chief Scientist of the US Army
- Defense Threat Reduction Agency (DTRA)
- Technical Services Working Group (TSWG)
- Department of Homeland Security (DHS)
- FAA Transportation Security Laboratory (FAA-TSL)
- US Naval Postgraduate School (NPS)
- Defense Advanced Research Projects Agency (DARPA)
- Association of the United States Army (AUSA)
- In-Q-Tel
- Army Communications-Electronics Research, Development, and Engineering Center (CERDEC)
- Oak Ridge National Laboratories / Radioisotope Engineering Development Center (ORNL/REDC)
- Representatives Joe Knollenberg (MI-9, ret'd), Lois Capps (CA-23), and G.K. Butterfield (NC-1)
- Senators Debbie Stabenow (Mi) and Bill Nelson (Fl)
- House Armed Services Committee (HASC) technology staff
- Senate Armed Services Committee (SASC) technology staff
- Keiretsu Forum
- Tech Coast Angel Forum