

**Caltech/MIT Enterprise Forum**  
**PATRIOT VENTURES:**  
**Breaking Into the Homeland Security Market**  
**May 21, 2002**

**Speakers**

**William F. Lyte**  
**Senior Vice President**  
**Tetra Tech, Inc.**

Mr. Lyte is Business Development Director for Tetra Tech in Pasadena's Transportation Infrastructure Division. Tetra Tech, based in Pasadena, is a global infrastructure, environmental and telecommunications firm with sales of \$1 billion.. He has been involved in Tetra Tech's homeland security program since its inception, and is working to build relationships between Tetra Tech and the Southern California technology community for homeland security response. Mr. Lyte has been working with the Caltech and JPL startup companies since the mid-1980s. In 1998, he was appointed to chair the new Business Technology Center in Altadena. Subsequently, in 1999, recognizing a technology industry growth opportunity, he began a program to educate public officials on the counter-terrorism sensing technology available from Pasadena area companies. This program involved briefings for representatives from the U.S. Congress, airports, ports, police departments and the County of Los Angeles board members. His program tonight will discuss Tetra Tech, its involvement with the homeland security arena, and its collaboration with local technology firms.

**Segio Robleto**  
**Head, Los Angeles Office**  
**Kroll, Inc.**

Sergio Robleto is the Managing Director of Kroll's Western Region, Corporate Security and North American Product Protection Group. His extensive background in managing and conducting complex business and governmental investigations has made him a success at managing key global accounts. He is a recognized expert on corporate security, product protection, white-collar crime, internal fraud, intellectual property, counterfeiting-product diversion, homicide, workplace violence and witness protection. Mr. Robleto is a recognized leader in corporate security. As the Managing Director of Kroll's Western Region Corporate Security, he has overseen the security assessment of numerous institutions both public and private providing comprehensive solutions including technological, consulting and operational support.

Mr. Robleto was previously with another prestigious investigative firm as the Deputy Director of Los Angeles Operations and the West Coast Director of Corporate Risk. In those capacities he conducted and coordinated numerous complex fraud and counterfeit investigations. During his tenure his work resulted in several major criminal prosecutions as well as the prevention of further losses for his clients.

Mr. Robleto conducts consulting work on international situations both for the private and government agencies. His law enforcement background, investigative skills and bilingual ability have facilitated his investigations for global firms from Latin America to the Middle East.

## **Panelists**

**John Ellison**  
**Director**  
**Marymount College & Webster University Alliance**

Dr. John Ellison is an internationally recognized authority in the fields of corporate strategy, global technology trends, e-commerce and leadership development. He earned his BS/MS degrees in Business Administration at Virginia Tech, and his DBA degree in Applied Economics and International Business from George Washington University. He also attended senior executive programs at Harvard University, the University of Southern California, and Northwestern University's European Center. Dr. Ellison's multifaceted professional career has involved him in a broad array of activities including government service as a futuristic and strategic economist for the Executive Office of the President and the Departments of Defense and Commerce. During his government service, spanning more than two decades, Dr. Ellison held various positions within the Department of Defense including senior faculty and administrative positions at the Industrial College of the Armed Forces (ICAF). He was a key figure in the establishment of the National Defense University (NDU) and its programs relating to the management of technology as a strategic resource. Dr. Ellison's current position is Director of the Marymount College & Webster University Alliance and Weekend College Program.

Dr. Ellison has extensive experience in the fields of homeland security and industrial strategy. He has served as special consultant to the American Society for Industrial Security in Washington, D.C. and is the founding director of Security Analytics, a think tank and service provider supporting public and private homeland security efforts. Dr. Ellison is also active in numerous professional organizations and is a frequent public speaker and commentator on various issues relating to the strategic business/political environment.

**Bridget Karlin**  
**Managing Director**  
**Redleaf Venture Group**

Bridget Karlin is the Managing Director of the Los Angeles office for the Redleaf Venture Group, a \$220 million fund. She is responsible for making early stage, seed and pre-seed investments in companies that develop core and enabling technology, including emerging companies spinning out of corporations and launching from university campuses. Ms. Karlin pursues investments primarily in four tech sectors: Security, Mobility/Wireless, Storage, and Network Infrastructure.

Karlin serves on the Technology Grant Review Committee of CalTIP (California Technology Investment Partnership) and is an advisor to LARTA, the Los Angeles Regional Technology Alliance, to provide investment analysis and mentoring to startups. Karlin is on the Board of Directors of Atlantes Inc., a fixed wireless and web-based solution that uses RF technology for enterprise logistics, Bitlocker, a web-based and mobile solution of integrated enterprise databases, on the Advisory Board of QuickFace Technologies, a web services based enterprise

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solution, and was Chairperson of the Board of Thinqe Systems, an enterprise CRM software company for mobile platforms that she co-founded. Karlin is a published author and frequent speaker at industry conferences on technology trends, investment strategy and entrepreneurial leadership.

Prior to joining Redleaf, Ms. Karlin was co-founder, CEO/President and Chairperson of Thinqe Systems, the leading provider of CRM (customer relationship management) solutions and wireless applications on mobile platforms. Under her leadership for twelve years, Thinqe launched multi-national CRM solutions using advanced configurable application architecture, leveraging internet, wireless, pen-based and voice technologies. Based on her strategic vision for emerging mobile technology and supply chain domain expertise, Ms. Karlin raised \$23 million in venture capital, sourced and led strategic M&A transactions of competing vendors, and enabled Thinqe to expand into global markets and capture the world's leading Fortune 1000 as clients. With her extensive operating background and technology expertise, Ms. Karlin is developing the investment portfolio for Redleaf in southern California.

## **Case Presenters**

**Larry Gilbert**  
**Chief Executive Officer**  
**Identico Systems, Inc.**

Over the past 23 years, Larry Gilbert has specialized in leading and guiding entrepreneurial companies from start-up phase through successful growth. As President and CEO of Identico Systems, he provides strategic guidance to Identico's business and technical teams and has helped position the company as the emerging leader in retail fraud loss prevention.

Prior to joining Identico Systems, Larry held several roles at CyberCash, Inc., a global provider of Internet transaction services. As an accomplished business strategist, he was responsible for strategic sales and marketing efforts, including serving as General Manager to head the successful product development and rollout of CyberCash's flagship service, CyberCoin Internet micropayments. As Vice President and General Counsel, Larry handled financing matters, guided the company through its highly successful initial public offering, helped develop the company's intellectual property portfolio, and handled key government relations matters. In addition, Larry was a member of the Board of Advisors for Trust-e, an Internet self-regulatory organization focusing on privacy issues.

Larry's business background has its roots in his considerable experience as an attorney concentrating in corporate finance, commercial transactions and related matters. Among the notable clients that he helped guide from startup to success was VeriFone, Inc., the leading global provider of secure electronic-payment solutions for financial institutions, merchants and consumers, for which he provided counsel from its earliest stages through its IPO.

While managing a successful private practice in Hawaii, Larry served as a Judge *per diem* for the First Circuit District Court. He was President of the Hawaii State Bar Association and was a

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Board member of the American National Lawyers Insurance Reciprocal. He also served as Special Counsel to the Hawaii Senate Special Investigating Committee on Procurement Fraud and State Retirement System.

**Fai Mok  
Co-Founder & C.E.O  
Holoplex Technologies, Inc.**

Fai co-founded Holoplex in 1993 to pursue commercialization of advanced optical technologies he originated at California Institute of Technology. For the past seven years, he has led the Company through successful revenue-generating commercial and government projects, including the development of a fingerprint sensor that won the best peripheral award at Comdex 97; and the invention, development, manufacturing and marketing of a turnkey human-machine motion-based interface system with applications in video games. Fai has 18 years of experience in optical information processing and was the chairman of the first conference on Holographic Data Storage, sponsored by the National Media Lab. Fai holds a Ph.D. and a M.S. in electrical engineering from California Institute of Technology and a B.S. in electrical engineering from City University of New York.

**Moderator & Producer**

**Russ Frandsen  
Partner  
Radcliff, Frandsen, Dongell & Lawrence**

Mr. Frandsen is a partner in Radcliff, Frandsen, Dongell & Lawrence. Mr. Frandsen has 23 years experience in business law in Los Angeles. Mr. Frandsen is AV rated by Martindale-Hubbell, the highest rating given. Mr. Frandsen has developed considerable expertise in high technology companies, entrepreneurial businesses and venture capital investing. In this connection, he has handled numerous e-commerce, Internet, and technology start up firms, mergers and acquisitions, federal and state securities law issues, including public and private securities offerings, intellectual property licensing and technology transfers, technology joint ventures, securing and protecting trade secrets and intellectual property and related general business problems. Mr. Frandsen serves as outside general counsel to a number of clients in the high technology field.

Mr. Frandsen attended Duke University School of Law, receiving his Juris Doctorate degree in 1976. He completed his undergraduate studies at Brigham Young University, with a B.A. in University Studies, graduating Magnum Cum Laude with High Honors in 1973. Mr. Frandsen majored in Physics and Math at the university before deciding to obtain his degree in University Studies. The University Studies degree consists of concentrated academic study in six fields including mathematics, physics, philosophy, history, German and religion.