

Strategy Kinetics, LLC

Confronting Uncertainty – Managing Risk

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Dr. Robert P. Weber Professional Biography

Overview

Robert Weber is a successful management consultant, serial entrepreneur, senior executive, and inventor. Previously, in his role as Vice President, Corporate Development and Licensing, Open Security Solutions, LLC, Mr. Weber was instrumental in licensing a patent portfolio relating to information security to a well-known patent licensing and assertion company. Earlier, Weber was Co-founder and Senior Vice President of Corporate & Market Development at Evergreen Open Broadband, a wireless Internet services startup acquired by Mobilepro Corp. in June, 2005. Previously, he was SVP Business and Technology Strategy, InterTrust Technologies Corporation, where he made significant contributions to the company's intellectual property. InterTrust went public in October, 1999.

Weber has also been a Principal at Northeast Consulting Resources, Inc. (NCRI, prior to its acquisition by NerveWire). At NCRI, his consulting practice focused on the intersection of business and information technology strategy with a particular emphasis on Information Commerce, publishing, Internet-based services, and technology-based companies.

Since 2002, Weber has been a member of the IEEE Boston Entrepreneurs' Network and served on its Advisory Board as Vice Chairman, Programs, 2005-2007. Weber blogs about strategy and entrepreneurship at www.strategykinetics.com and about copyright and digital rights management at www.managingrights.com. Additionally, he is an inventor with 19 United States issued patents and a number of foreign issued counterpart patents.

Additional Information

Strategy Kinetics, LLC, 1999-present

Watertown, MA

Founder and Managing Director

In his role as Managing Director of Strategy Kinetics, LLC, Weber works with a limited number of companies to identify and implement those business strategies that are most likely to substantially increase shareholder value. Typical technology-based projects have included:

- Strategic business unit or venture backed startup formation, launch, and fundraising;
- Business definition and planning;
- Strategic negotiations with potential investors, partners, and customers; and
- Pre-investment strategy and business evaluation, technical due diligence.

Open Security Solutions, LLC, 2004-2007

Waban, MA

Vice President, Corporate Development & Licensing (Part-time)

OSS is a technology company with a portfolio of patents that generally relates to information security and certain encryption techniques. Weber was instrumental in OSS licensing this portfolio to a leading patent assertion and licensing company.

Evergreen Open Broadband Corporation, February, 2004-June, 2005**Watertown, MA**

Weber was co-founder and SVP, Corporate & Market Development, an early stage wholesale wireless broadband services company. He established and/or maintained strategic partnerships with certain Wireless Internet Services Companies (WISPs), regional and National ISPs, and other parties. He also led Evergreen's market research and business planning activities. Evergreen was acquired by Mobilepro Corp in June, 2005.

InterTrust Technologies Corporation, 1996-1999**Santa Clara, CA****Senior Vice President, Business and Technology Strategy**

Weber defined or elaborated technology platforms for trusted distributed electronic commerce and digital rights management. Principal areas of innovation included

- Data center services for trusted transaction management, financial clearing, secure directory services, permission clearinghouse services, and trusted credential authority services;
- Trusted electronic mail and secure content delivery services;
- Novel approaches to content and service classification, search and retrieval, and matching user preferences to classified content, items, and services;
- The use of watermarking techniques to carry control information in all kinds of digital content; and
- Novel data structures used for securing digital information of all kinds and associated control information.

Northeast Consulting Resources, Inc, 1990-1995**Boston, MA****Principal Consultant**

Weber created a successful management consulting practice at the intersection of electronic commerce and information technology strategy while at NCRI, a 25 person business and technology strategy "boutique" acquired by NerveWire after his departure. In 1995, Weber was tied for top "rainmaker." Clients included Lexis-Nexis (a division of Reed Elsevier), IBM, the Association of American Publishers, NYSERNET, FARNET, and the Chancellor's Office, California State University system. Weber also:

- 1992-1995 – Created and led interactive public workshops on the Future of Information Commerce. Participants were drawn from a broad cross-section of major US and international online and print publishers, computing, communications, printing, and consulting companies.
- 1990-1991 – Created and led interactive public workshops on the Future of Publishing co-sponsored by the Association of American Publishers. Participants were drawn mainly from US print publishers, online companies, computing, communications, consultants, and other allied companies.

Harvard University, 1977-1989**Cambridge, MA****Senior Technology Consultant**

Weber held a number of different IT related positions, initially at the Harvard Business School, but mainly at Harvard's Office for Information Technology, rising from programmer and consultant, to senior systems programmer, to Senior Technology Consultant. As a consultant, Weber's responsibilities included advocacy regarding the use of the then emerging commercial Internet in education, research, and medicine.

EDUCATION**Education**

B.A.	1970	American International College (Springfield, MA)
MA.	1971	University of Connecticut (Storrs, CT)
Ph.D.	1978	University of Connecticut (Storrs, CT)

UNITED STATES ISSUED PATENTS

- 7,281,133**, Ginter, et al., "Trusted and secure techniques, systems and methods for item delivery and execution," 2007
- 7,165,174**, Ginter, et al., "Trusted infrastructure support systems, methods and techniques for secure electronic commerce transaction and rights management," 2007
- 7,143,290**, Ginter, et al., "Trusted and secure techniques, systems and methods for item delivery and execution," 2006
- 7,143,066**, Shear, et al., "Systems and methods for matching, selecting, narrowcasting, and/or classifying based on rights management and/or other information," 2006
- 7,133,846**, Ginter, et al., "Digital certificate support system, methods and techniques for secure electronic commerce transaction and rights management,"
- 7,110,983**, Shear, et al., "Methods for matching, selecting, narrowcasting, and/or classifying based on rights management and/or other information," 2006
- 7,092,914**, Shear, et al., "Methods for matching, selecting, narrowcasting, and/or classifying based on rights management and/or other information," 2006
- 7,062,500**, Hall , et al., "Techniques for defining, using and manipulating rights management data structures," 2006
- 6,938,021**, Shear, et al., "Methods for matching, selecting, narrowcasting, and/or classifying based on rights management and/or other information," 2005
- 6,707,548**, Kreimer, et al., "Systems And Methods For Filter Based Spectrographic Analysis," 2004
- 6,658,568**, Ginter, et al., "Trusted Infrastructure Support System, Methods And Techniques For Secure Electronic Commerce Transaction And Rights Management," 2003
- 6,618,484**, Van Wie and Weber, "Steganographic Techniques For Securely Delivering Electronic Digital Rights Management Control Information Over Insecure Communication Channels," 2003
- 6,449,367**, Van Wie and Weber, "Steganographic Techniques For Securely Delivering Electronic Digital Rights Management Control Information Over Insecure Communication Channels," 2002
- 6,240,185**, Van Wie and Weber, "Steganographic Techniques For Securely Delivering Electronic Digital Rights Management Control Information Over Insecure Communication Channels," 2001
- 6,185,683**, Ginter, et al., "Trusted And Secure Techniques, Systems And Methods For Item Delivery And Execution", 2001
- 6,138,119**, Hall, et al., "Techniques For Defining Rights Management Data Structures," 2000
- 6,112,181**, Shear, et al., "Systems And Methods For Matching, Selecting, Narrowcasting, And/Or Classifying Based On Rights Management And/Or Other Information," 2000.
- 5,943,422**, Van Wie and Weber, "Steganographic Techniques For Securely Delivering Electronic Digital Rights Management Control Information Over Insecure Communication Channels," 1999.
- 5,920,861**, Hall, et al., "Techniques For Defining Rights Management Data Structures," 1999.