

# Charles E. Erickson

20200 Glen Brae Drive  
Saratoga, CA 95070-4962

## Biographical

### Summary:

Mr. Erickson has served as the **Executive Director of the Software Business Cluster, the Director of the Environmental Business Cluster** (Green focus) **and the CEO of the US Market Access Center** (US market entry focus). These three award winning incubators provide guidance and assistance for approximately 55 start-up companies each year and assist a number of others with commercialization of their technologies and entry into the US market. During his tenure in the Incubators he assisted over 150 companies in achieving market entry and assisted in raising over \$750,000,000 in growth capital. Mr. Erickson has also recently served on the **Board of Directors for the National Business Incubation Association** (NBIA).

Since 2002, Chuck has been active as a presenter, coach and troubleshooter for the NBIA serving incubators in Estonia, Finland, Egypt, China, Russia and Panama in their efforts to improve performance and turn failing operations into successful ones. He has been a presenter on incubation in Russia, Azerbaijan, Japan, Germany, China, Panama and Colombia in addition to many venues in the United States.

He has coached and mentored 1<sup>st</sup> place winning teams in each of the **Clean Tech Open** competitions held since the beginning in 2006. The C.T.O. is the premier business funding competition started in California in 2006 and has now spread to every sector of the US. Each year over \$10 Million is awarded to promising start-up ventures, and alumni have raised over \$160 Million. Competition is fierce and it is noteworthy that Chuck has brought 7 teams to top prize winning positions in the 6 years of the competition.

Chuck worked for a number of years in various **turn-around** and **interim management** positions in technology companies that had stalled out or where the growth of the organization exceeded the ability of current management to cope. He has had an active **Executive Coaching and Mentoring practice** since 1996.

Prior to 1996, Mr. Erickson was **President and CEO** of an important network security company and guided the company through a major restructuring and rebirth. At the end of 1995 the Company had a valuation in excess of \$200,000,000.

Prior to joining Digital Pathways, Chuck Erickson was **President** of Olivetti Advanced Technology Center, the U.S. based development arm of Ing. C. Olivetti Sp.A., the (\$7,300m) Italian electronics company. During 16 years with Olivetti Mr. Erickson held a variety of positions in the product development and manufacturing arenas, from Manager through Director to President. Prior to Olivetti, Mr. Erickson held key development and manufacturing positions with Victor Comptometer, Warwick Electronics and 3M.

Mr. Erickson holds a BSEE from Illinois Institute of Technology.

## Career Highlights:

### CECO Associates (Self Employed)

1996 - Present

**Executive Coach and Mentor** – focused on assisting technology executives become more effective leaders and/or leading them through the process of company startup, company revitalization, strategic planning, and business planning. In recent years he has also assisted in creating “exit” plans to allow aging owners to realize value from their enterprises.

**SOFTWARE, ENVIRONMENTAL, and INTERNATIONAL BUSINESS CLUSTERS 1999 to 2010**

**Executive Director / CEO**, responsible for assisting start-up companies (both domestic and foreign) in the software and in the clean and renewable energy markets during their earliest days in business.

- Coached, mentored and advised over 150 entrepreneurs in the myriad of complex tasks involved in running a company day to day, guiding them to successful market entry.
- Provide guidance on financial planning, project planning, fund raising and the careful management of available funds. Assisted in raising over \$750 Mil in operating capital.
- Operated the facility, manage communication and networking issues, space rental and space assignments, furniture and fixture utilization and the management of customer relations.
- Represent Incubation to the community and to the municipal governments that provide support for our efforts. Served as a Board member of the National Business Incubation Association

**DIGITAL PATHWAYS, INC.**

**1991-1996**

**President and CEO**, responsible for all corporate activities and the recovery of the Corporation from serious financial and product crisis. Directed all of the activities of the corporation through its metamorphosis from a virtually bankrupt, product-less and obsolete company to a **\$200,000,000+** valuation in 4 years.0

- Established a very carefully defined recovery plan to maintain our existing customer base while rapidly developing new products to meet market needs. This was accomplished with extremely restrictive cash flow considerations.

**OLIVETTI ADVANCED TECHNOLOGY CENTER**

**1987-1990**

**President**, responsible for the development of a broad line of personal computers.

**OLIVETTI RESEARCH and DEVELOPMENT**

**1975-1987**

**Director, Research and Development**, responsible for developments in Video Typewriters and peripheral printer systems.

**PRIOR EXPERIENCE**

I have held a number of interesting (and key) engineering positions involving the early development of semiconductors for tape recording products, television receivers, consumer audio equipment, the miniaturization of sophisticated radiation detection and monitoring equipment (for covert US Govt. activities) and, in earlier assignments, the development of pioneering magnetic tape based telemetry systems for atomic weapons testing, and the early manned and unmanned space capsule flights.

**Education: BSEE, ILLINOIS INSTITUTE OF TECHNOLOGY**

**1968**

Postgraduate work at the University of Chicago

Liberal Arts at Cornell College, Mt. Vernon, Iowa.

Registered Professional Engineer

Lecturer on Innovation and Business Structuring at IIT, Penn State University, and San Jose State University.