

50 years' experience in development, application, and commercialization of software technology, including web-based services, database management systems, expert systems, programming languages, language understanding, automated and interactive problem-solving, machine vision, robots and robotics, and medical devices. Founder, early investor, or early participant in over a dozen software companies, with executive experience in operations, technology, engineering, sales, and marketing.

Education

Ph.D. (1975), Stanford University, Computer Science
M.S. (1972), Stanford University, Computer Science
B.A. (1969), Yale College, Psychology
Stanford-AEA Executive Education Program (1982)

Experience As
Expert
Consultant And
Witness

Served or currently serving as a consultant and expert witness in 27 patent disputes regarding expert systems, mobile phone technology, automated configuration, video games, web services, Internet marketing, video advertising, data integration, secure processing, and application servers, 1 case involving misappropriation of intellectual property, and 4 cases involving performance under contract for enterprise software products, web site development, and consulting services. Patent claim analysis, infringement and invalidity analysis, prior art research, technical analysis of commercial software systems, assessment of professional standards in consulting work. Prepared expert reports and expert declarations, was deposed for over 150 hours, testified before judge, arbitrator, special master, and three times before a jury.

Board
Experience

Served or serving on the Boards of Directors of 9 companies. Currently on the board of MyChange, which allows consumers to round up credit purchases to the next dollar and donate the 'spare change' to progressive causes of their choice.

Employment
Experience

Operto Partners

2011-present Managing Partner

Co-founder of partnership of senior consultants focused on enhancing growth in early-stage and mid-size high-tech businesses.

Exemplary
Engagements

Quarrio, Corp.

One year as Interim Chief Technical Officer (CTO) for provider of English access to Salesforce data. Supervised overseas team to develop world-class language understanding system. Recruited permanent Vice President, Engineering. Currently serving as Chief Scientist.

Linqto, Inc. Advisor to CEO on corporate strategy and intellectual property for provider of FinTech apps to financial institutions as a service. Working closely with patent attorney to prosecute two patents.

WeVideo, Inc. Advised a cloud-based video editing business ‘transplanted’ from Norway on creating 3-way agreement among the company, its Norwegian counterpart, and the parent of the Norwegian counterpart. The agreement specified both operating relationships and IP licensing and development for software owned and used by each party.

Prediq, Inc. 2013-present Co-founder
Co-founder and product strategist for provider of a market research platform that allows panelists to own their data, decide which offers for purchasing it to accept, and receive compensation each time it is used. The platform, based on blockchain technology, increases consumer participation in market research, provides higher-quality insight data for market research firms and brands, and does this at lower cost.

The Copernican Group 1996-present, 1988-1993 Principal Consultant
Founder of consultancy focused on practical applications of advanced software technology. Repurposed in 2011 to focus on providing expert witness and consulting services supporting litigation concerning software technology.

Exemplary Engagements

RealAgile, Inc. Three years as Interim Chief Technical Officer (CTO) for the developer of patented technology that ranks residential properties based on their likelihood to sell within the next year using predictive analytics.

Modius, Inc. Twenty months as Interim CTO for the leading provider of data center infrastructure management software. Brought chronically late product to market far earlier than scheduled; coached staff inexperienced with enterprise software to create a high-reliability solution for monitoring, measuring, and managing distributed critical facilities.

Audio-Ex Corporation Eight months as Acting CTO for provider of wholesale audio conference services. Co-founded the company as provider of internet-based value-added services for audio conferencing. Served on the Board of Directors.

Accerra Corporation Nine months as CEO Coach and Acting CTO for provider of integrated conferencing service. Helped create focused business model. Supervised software development, quality assurance, and operations. Established operating processes and QA program, raising mean time to failure from hours to months.

Decise Corporation Four years as CEO coach, Chair of Technical Advisory Board, and Acting CTO for provider of subscription-based information service. Helped founder raise over \$3 million, grow the company from 1 employee to over 20. Helped transition to new management and develop a more market-focused offering based on the company's technology.

IDO Systems, Inc. One year as Acting CTO for creator of development platform for interactive games. Supervised multinational developer group.

Portola Dimensional Systems, Inc. Ten months as Acting CTO for developer of business graphics software. Co-founded the company, conceived initial product, recruited technical team comprised of Windows programmers, graphics designers, and computer game developers. Released first product within 8 months of company launch. Recruited permanent CTO. Helped raise over \$4 million.

Prior Experience

Avatizing, LLC 2004-2012 Partner

Co-inventor and co-owner of an intellectual property portfolio consisting of six issued US patents. They cover consumer-selected advertising in interactive media including virtual worlds, chat, instant messaging, and web sites. I worked closely with patent attorneys to develop the portfolio, and with a patent broker to sell it.

Apple Computer, Inc. 1994-1995 Manager, Apple Systems Architecture
Established group, reporting to Chief Scientist, to coordinate technology developments across business units. Developed technology roadmap. Led AppleSoft Architecture Council. Executed special projects for CEO's Product Strategy Council, including market and technical strategies for enterprise computing, client-server architecture for K-12 schools, and the Internet.

Tolfa Corporation 1992-1993 Chief Operating Officer
Managed sales, marketing, r&d, and manufacturing for medical device company. Set marketing, financing, regulatory, and technical strategies, raised \$2 million in financing. Developed and executed sales plans, managed creditors, implemented FDA-mandated Good Manufacturing Practices.

Teknowledge, Inc. 1987 Vice President, Corporate Development
Set strategic goals of merger-&-acquisition program. Identified and led due diligence on candidate software firms for acquisition and products for licensing.

1985-1986 General Manager, Products and Training

Bottom-line responsibility for operating unit. Increased revenues more than 50% to over \$4 million in 15 months. This enabled an IPO as a software product company, raising over \$30 million. Established regional sales force. Established marketing or distribution arrangements with five major hardware vendors. Set product strategy.

1983-1984 Chief Technical Officer
Managed 50-person engineering group developing products and turnkey systems.

- SoftTouch Systems** 1985-1988 Vice President, Marketing
Developed and executed niche strategy for computer training organization.
- International Machine Intelligence Corporation** 1982-1983 President
Established joint venture with Machine Intelligence Corp. (MI) and Yaskawa Electric (now Japan's largest robot manufacturer). Defined business and product strategies, supervised product development, recruited robot sales and marketing team. Released first computer-networked robot. Frequent interaction with Japanese parent.
- Machine Intelligence Corporation** 1983 Vice President, Engineering
1978-1982 Director, Research and Development
Co-founded MI; developed business plan and raised over \$40 million with core team. Managed both systems & product engineering and research & development.
- Symantec Corporation**
Initiated product development activities in machine vision and English-language data retrieval. Released first general industrial vision system. Spun data-retrieval activity out as Symantec Corporation, today a leading software publisher.
- SRI International** 1976-1979 Associate Center Director
1972-1975 Research Mathematician
Managed and performed research at Artificial Intelligence Center. Pioneered "modern problem solving." Developed, marketed and participated in research programs in automated and interactive problem solving, natural-language interaction with data bases, distributed robotics, and programming languages.
- Professional Dr. Sacerdoti is an internationally known expert in Artificial Intelligence, and can speak and write with authority about many advanced software technologies. He has lectured at the graduate level at many schools, including Stanford, University of Edinburgh, UC Berkeley, MIT, and Carnegie-Mellon. He has been an active participant in workshops sponsored by ARPA, NSF, AAI, and others on problem solving, language understanding, robotics, machine vision, database management, and other topics. He has given invited presentations at numerous national and international conferences on such topics as expert systems, problem solving, technology transfer, robotics, and the utility of AI technologies. He has presented tutorials at national and international conferences on technical, managerial, and architectural issues concerning AI software, expert systems, and technology transfer. He is effective at reducing complex concepts and technical distinctions to simple terms.

Professional Memberships

Co-founder of Association for Advancement of Artificial Intelligence (AAAI). Chair of Software Committee of the Keiretsu Forum, the San Francisco area's largest and most active angel investor group. Executive Associate with San Jose Software Business Cluster, Executive Advisor with Astia (a women-focused incubator). Former member of editorial board of *Cognitive Science*, *Robotics World*, and *AI Expert*, Conference Chair for AIPS-96 (an international conference on automatic planning). Former member of Steering Committee of DECUS AI Special Interest Group, and program committees of numerous AAAI and IEEE conferences on both computer science research and applications.

Patents

Principal inventor, US Patent No. 6,188,403, "User-friendly graphics generator using direct manipulation"

Inventor, US Patent No. 6,222,540, "User-friendly graphics generator including automatic correlation"

Co-inventor, US Patent No. 6,954,728, "System and Method for Consumer-Selected Advertising and Branding in Interactive Media"

Co-inventor, US Patent No. 7,797,168, "System and method for consumer-selected advertising and branding in interactive media"

Co-inventor, US Patent No. 7,996,264 "System and method for consumer-selected advertising and branding in interactive media"

Co-inventor, US Patent No. 8,407,086 "System and method for consumer-selected advertising and branding in interactive media"

Co-inventor, US Patent No. 8,417,535 "System and method for consumer-selected advertising and branding in interactive media"

Co-inventor, US Patent No. 8,583,562 "Predicting real estate and other transactions"

Co-inventor, US Patent No. 9,589,274 "System and method for consumer-selected advertising and branding in interactive media"

Patents Applied For

Co-inventor, US Patent Application 20140058961, "Predicting real estate and other transactions"

Inventor, US Patent Application, "Improved Database Interface"

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