

Professional Summary

Executive management and leadership spanning product development, strategic marketing and business development for Internet related ventures. Some recent wins for new ventures and consulting clients:

- Helped to invent the concept of electronic marketplaces as a Distinguished Research Fellow for the leading global e-commerce consortium, and was instrumental in establishing new Internet standards such as XML
- Assisted a leading U.S. financial services company in redesigning its customer facing Web portal, created the vision for its internal technology strategy, helped them build an acclaimed enterprise ethnography division
- Assisted a leading telecom company to develop new business opportunities, resulting in this quote from their CEO: "this project you've started has become the most important R&D initiative for our company this year"
- M&A analysis for one Fortune 50 consulting client led to \$50 million savings
- Raised \$16 million in venture financing for a hot startup, featured in a full page article in Time Magazine
- Executive producer of the Cameraphone Summit, the premier conference for the cameraphone industry

Professional Experience

Next Generation Ventures • Partner • 2001 to present

At Next Generation Ventures, Moses consults and innovates, helping to develop and launch compelling high technology enterprises, focused on building the infrastructure for the next generation Internet. He coordinates the efforts of a dream team of world class innovators, including the senior policy advisor on eCommerce to the Clinton administration, the world's leading technology design expert, and the chief scientist of Sun Microsystems.

Bizbots, Inc. • Founder and CEO • 1996 to 2001

As Founder and CEO, built one of the leading providers of next generation electronic commerce systems. He raised \$16 million in venture financing, developed key accounts generating six figure licensing contracts, successfully developed strategic alliances with Fortune 500 companies like Wells Fargo Bank and Accenture, personally managed a highly successful PR campaign, and recruited the CFO of Cellular One and the CTO of E*Trade to join the team.

Velocity, Inc. • Founder and CEO • 1988 to 1996

As Founder and CEO, built one of the leading computer game companies, having personally designed two international bestselling videogames. Velocity was the first company in the world to develop and market a commercially successful Internet game, *Spectre*, which foresaw the Internet boom. In 1994, raised \$8 million in venture capital, developed a strategic plan, and recruited an operating team from Apple and MacroMedia. Took the company from uncanceled startup to the 97th largest, 7th fastest growing, and 11th most profitable in the country, according to the 1993 SoftLetter 100 rankings, before selling a controlling interest to investors.

Eightfold Systems • Founder and Chief Architect • 1993

Inventor and co-designer of the *Juran Quality Improvement Software Toolkit*, a suite of productivity applications for quality improvement and business process re-engineering, designed in conjunction with America's leading TQM expert, the Juran Institute.

Prior to this, he was a technology risk analyst and business strategist for Fortune 500 companies, under the leading quantitative risk analysis consultancy in the country.

Education

Ph. D. candidacy in Theoretical Physics, 1982 • University of California at Santa Cruz, California

B.S. in Physics, 1979 • California Institute of Technology, Pasadena, California

Interests

He is active in the non-profit world, and serves as a Board director/advisor to the *Bay Area Video Coalition*, the *International Film Financing Institute*, and the *CommaSutra* poetry project. Twenty years of experience in martial arts and related disciplines. References are available upon request.