

Jack KOZAN

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(FRANCE)

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EXECUTIVE - CONSULTANT - START UP SPECIALIST - MICROTECHNOLOGIES

SUMMARY: Management of start up, microbiology / microelectronic 10 years
Product Marketing ASIC & CAD 12 years
Design / ASIC (PMOS, CMOS, ECL, SAW, etc...) 4 years
Engineering / Aerospace mechanical 6 years
Set up: operations including QA, commercial activities,
administration including accounting
Launching: new products, new services, new activities
Internet sites and shops preparation
Excellent business and technical expertise
Excellent communication
Prefer PC, Windows, MS Office, Mozilla, Plume CMS, Actinic...

CURSUS:

MANAGEMENT (10 years)

Feb. 1999 **COORDINATOR - Urban furniture** (automatic bollards, barriers, etc..)

Aug. 2001 **MetalUrba** (Aubagne-France)

Set up the Quality Assurance service
Preparation at the conformity to ISO 9001 rules
Coordination of the production, planing
Coordination of all the services of the company, creation of the forms to
use in the company (paper or files)
Data processing equipment maintenance (hard/software and net)
Started "Export activity" and the Field Service department
References: Guy Occhipinti, Laurent Casavecchi
Supervisor: Thierry Nicoloff (Boss)
Why left? : The Boss sold his company after a fast growing of the net
sales and need of cash. (New boss, new management)

Sept. 1995 **Co-Founder and PRESIDENT - Biology/immunology**

June 1997 **ABD Technologies SA** (Aubagne-France)

Industrialization and marketing of the "Vacci-Test", an innovative product
for medical diagnostics developed by "Institut Pasteur de Paris"
Customers : Hospitals, private laboratories of medical analyses
Competitors: None (innovation)
References: Patrick Judd, Marco GIROUX (Montreal)
Supervisor: The shareholders, mainly Len Speer (Canada)
Why left? : Not enough cash, I closed the company

July 1991 **Co-Founder, Administrator and DIRECTOR - Biology/bacteriology**

March 1995 **Ibs Diagnostic** (Sofintech's subsidiary/AUBAGNE-France)

Manufacturing and marketing culture media for Bacteriology
A new concept and a product of substitution for the medical diagnostics
Customers : Private or National laboratories of medical analyses
Competitors: BIO-MERIEUX, PASTEUR, BECTON-DICKINSON, etc...
Supervisor: Claude GUENAI (President and main shareholder)
Why left? : mission completed

April 1988 **Director of the Holding**

June 1991 **SoFinTech** (Société de FINancement de TECHnologies)

About 20 financial & technical surveys in order to buy companies or to
launch new companies
Launching IBS DIAGNOSTIC, MIKASOBE, SPEP SPECTRAL
Supervisor: Claude GUENAI (President and main shareholder)
Why left? : to start myself the new subsidiary "IBS Diagnostic"

Feb. 1989 **Director**
March 1995 **MIKASOBE** (Aubagne-France)
New technology for Jewelry, application of the maskmaking technique.
Very small company just existing for the feasibility and a marketing survey regarding an innovative product
Supervisor: Claude GUENNAIS (President and main shareholder)
Why left? : prototypes finished and marketing survey completed

1979 **Co-founder and General Manager**
1981 **Custom Integration International** (EVRY-France)
First private and merchant French company designing semiconductor custom integrated circuits(ASIC).
References: Jean Marcel Lagorse, Jean Polard, Daniel Legal
Why left? : Not enough cash, I closed the company

MARKETING(12 YEARS)

April 1988 **Product Line Manager**
June 1991 **Nanomask** (ROUSSET-France)
Starting new activities of mask manufacturing for Integrated Circuits, in order to use the optical equipment (unused) of the company.
Dupont De Nemours bought Nanomask in 89 and got 40% of the European market of mask manufacturing
References: Jean-Jacques Loonis, Jean-Claude Alicari, Thierry Capelle
Supervisor: Claude Barre
Why left? : New shareholders, new management

Sept. 1987 **Regional sales manager** - industrial ink jet printers
April 1988 **Domino-Young** (Rambouillet-France)
Industrial ink jet printers
Restructuration of one difficult commercial region (Alsace-France)
Supervisor: Alain Young
Why left? : Temporary job waiting to be back in semiconductor

1986 **Product Marketing** - S.E.M.
1987 **C.a.r.m.e.** (BORDEAUX-France)
Application and Research Center in Electronic Microscopy
First private lab. launched to develop the "Scientific Police", my action was to develop the new "Electronic" activity
Quality analysis, failure analysis of electronic components and more especially Integrated Circuits (Standards and Customs)
References: Loïc LeRibault, Philippe Lambert
Supervisor: Philippe Trias
Why left? : not enough market, too early for that application

1981 **Product Marketing** - ASIC (gate arrays, custom design, CAD)
1986 **Thomson Semiconducteurs** (Paris)
Starting the new activity "ASIC", for civil applications
Definition, specification of the "Civil" products and services
Set up CAD equipment, customers training courses (internal and external customers), assistance, marketing and sales tools
Determination of the costs
Elaboration of the short term marketing strategy
References: Marc Lassus, Christian Marc, Francis Carassic, Pierre Cottin, and also Paul Mirat, Yves Thorn, René Besama, Jacques Noels, Carlo Zanni
Supervisors: Georges Grunberg, Jean Michard, Zenik Horbowy
Why left? : After the agreement Thomson/Oki, I was not interested by the new products and all the potential problems of production.

1977 **Product Line Manager Europe** - CAD for ASIC
1979 **Computervision** - Bedford / Mass.(at the Paris subsidiary)
CAD systems for the application integrated circuits
Technical support of the existing customers in Europe
Training courses to the new customers or when new software release

References: Michael Reed, Jim Arthur, Jerry Shields, Jamie Riis
Supervisor: Patrick Alias
Why left? : to start my own company, using the same CAD system

ASIC DESIGN

1973 [Integrated circuits designer - Custom design](#) (PMOS, NMOS, CMOS, ECL, CCD, SAW)
1976 [CIT-ALCATEL](#) (Nozay-France)
Designer of the first integrated circuits of digital telecommunications
Starting the activity "custom integrated circuits" using a of CIT-Alcatel,
using a Computervision CAD system (Cadds2)
References: Angelo Digiovani (G.I.), Alain Dantec,
Supervisor: Jean-Louis Lagarde
Why left? : My experience in Custom Design interested the company supplier
of the CAD system. They have offered me a better salary

MECHANICAL DESIGN

1971 [Industrial draftsman](#) - Mechanical of electronic equipments
1973 [ALCATEL-Transac](#) (Nozay-France)
Design of a card reader for a distributor of bank notes, a self service
gasoline pump, an intelligent display for airline ticket reservations and
one badge reader
References: M.Thévenet, M.Christolomme, M.Malka
Supervisor: M.Pin Claret
Why left? : Very limited possibility of evolution

1964 [Industrial draftsman](#) - Aerospace mechanical
1970 [C.N.E.S. \(CENTRE NATIONAL D'ETUDES SPATIALES\)](#)
Centre Spatial de Brétigny, division "Satellites", section "Structure"
Mechanical structure of the first Franco-US and the first French
artificial satellites. Also schematic, p.c.boards, wiring list, etc...
I worked on the satellites: Diamant 1 and 2 - FR1 - EOLE - METEOSAT
References: M.Alain Provost, M.Jean-Pierre Causse, M.Charles Bigot, René
Angrand
Supervisor: Joseph Briot
Why left? : No more budgets for the space research, no more satellite, no
work to do. I left.

EDUCATION

- BEPC (Arpajon-France - 1961)
- CAP Draftsman, specialty: general mechanical, (CETDI/PARIS - 1963)
- "Diplôme de Projeteur Mécanique Générale" (ITP/PARIS - 1966)
- Mechanical and electronic engineering (Conservatoire National des Arts
et Métiers - Paris - 1965/1970)
- Integrated Circuits Design: in house training courses / Alcatel
- Computer Aided Design: in house training courses / Computervision
Santa-Clara (CA) and Alcatel Nozay (France)
- Marketing: in House training courses: COMPUTERVISION (US & Europe)

PERSONNAL DATA

Nationality : French
Date of birth : 17 december 1945
Married, 1 child 32 years old, webmaster
Blackbelt in Judo
I like classical music, cinema, car races, rugby, journeys

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