

TechStart Team Bios

We give innovative companies what they need to grow: start-up mentoring and consulting, business plan development, a strong pathway to capital investment, marketing assistance, and affordable, high-end office, meeting, and lab facilities for our incubator clients.



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Will Indest

VP Venture Development and Director TechStart

Will Indest is vice president of venture development and director of TechStart, the Central Ohio Entrepreneurial Signature Program, with TechColumbus. In that role, Will manages a portfolio of 44 companies and about \$20 million of assets under management. Prior to TechColumbus, Will was instrumental in founding the \$150 million Ohio Capital Fund – an seed stage Fund of Funds, as well as managing the State of Ohio’s pre-seed and angel fund program. Will has also successfully exited from a process control startup he co-founded.

Will, who has an MS from the Sloan Fellows program at MIT, and a bachelor’s degree in chemical engineering from Notre Dame, has more than 20 years experience as an entrepreneur, technology business founder, CEO, division general manager, and startup advisor, and well as a preseed and seed private equity manager. Indest is married with two children, and resides in Columbus.



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Burton Page

Sr. Director, Technology Commercialization

Burton is responsible for leading TechColumbus’ efforts to establish collaborative relationships with our institutional research partners to identify and harvest scientific discoveries, applied research, and raw intellectual property that may have commercial potential and thus may represent TechStart funding opportunities. Prior to this position, Burton was Director, Bioscience Commercialization, at TechColumbus providing business development guidance to biotech startups located in the TechColumbus incubator as well as seeking opportunities for collaborations with industry and research institutions to commercialize technology in the life sciences. Prior to joining TechColumbus he was engaged by QED Technologies, a business development consulting firm for small and mid-cap life science companies, where he reviewed, drafted and negotiated various business development agreements. Prior to QED, Burton was Director, Public Policy for SmithKline Beecham (SB), now GlaxoSmithKline, where

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he provided strategic analysis to SB's pharmaceutical, vaccine, diagnostic and pharmacy benefit management businesses to leverage the Company's products and services through public sector programs and initiatives. He also served as Counsel for SB, providing legal advice to the clinical laboratory and pharmaceutical divisions on commercial, regulatory and legislative matters. Burton holds a Juris Doctor degree from Temple University School of Law, a Master of Science degree in Health Policy and Administration from The Pennsylvania State University, and a Bachelor of Arts degree from the University of North Carolina at Chapel Hill.



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Rick Coplin
Venture Development Director

Mr. Coplin works directly with emerging entrepreneurial companies and entrepreneurs in a coaching and mentoring capacity. He assists innovators with company formation, strategy development, business planning, and resource acquisition. Additionally, Mr. Coplin is focused on TechColumbus' strategic partnership with the City of Dublin, Ohio. Mr. Coplin is an advisor to Dublin's Economic Development team, spearheading TechColumbus' development with the City of The Dublin Entrepreneurial Center (The DEC; www.DECinDublin.com) and focusing on workforce & education initiatives. Mr. Coplin also engages with several Central Ohio communities' economic development and business professionals encouraging and supporting entrepreneurial initiatives.

Mr. Coplin's background includes five years experience in a start-up company that innovated law enforcement information sharing software that was acquired in 2007. Prior to this, Mr. Coplin was Technology Program Director with Banc One Investment Management Group for three years overseeing technology acquisition, development and implementation. Mr. Coplin also has over eight years consulting experience with Ernst & Young and KPMG Peat Marwick. At Ernst & Young, he focused on emerging, entrepreneurial and high growth companies providing consulting expertise in technology transition, software design, selection and implementation, and business process reengineering. While with KPMG, Mr. Coplin focused on technology implementation in manufacturing and supply chain innovation.

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Mr. Coplin's credentials and broad experience uniquely position him to assist entrepreneurs and innovative companies across Central Ohio, to collaborate with the City of Dublin on The DEC and key economic development initiatives, and to support Central Ohio economic development professionals in community focused entrepreneurial efforts.



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Victor Thorne
Director Ohio TechAngels

Victor Thorne brings a background of both investment and operating management experience, spanning Fortune 500 corporations to entrepreneurial ventures. He is Co-Founder of Broadline Capital, a global investment management firm. In 2008, Broadline Capital received the industry award for Asian Venture Deal of the Year, named by Private Equity International for Broadline's 2007 investment in China Risk Finance. Private Equity International's Global Awards are voted on by the industry to recognize transactions for their impact on the private equity landscape. China Risk Finance is a leading provider of credit management solutions and financial products within China.

A decade ago Mr. Thorne co-founded the leading provider of software and supply chain management solutions for the trillion-dollar consumer packaged goods industry and food industry. Creating the industries' first SaaS electronic supply network, the resulting company became an innovator in the automation of core business processes. The company's order management solution facilitates more than \$220 Billion in transactions annually and converts traditional paper-based processes into more efficient paperless transactions for more than 6,000 manufacturers and distributors, and 100,000 retail operators throughout North America. In 2007, the company was successfully sold to institutional investors.

Mr. Thorne began his career at Morgan Stanley. He received his AB from Harvard University, where he played intercollegiate football, and received his MBA from Kellogg School of Management at Northwestern University. He is also an alumnus of Harvard Business School's Executive Program on Supply Chain Management. He serves as a member of Executive Board of the Chicago-based non-profit Jobs For Youth.

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Rick Focht
Director Commercialization Services

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Mr. Focht is responsible for the commercialization and incubation function at the TechColumbus incubator and the venture development services for advanced material companies in the 15 county ESP region of central Ohio. He is seasoned executive focusing on the commercialization of technology based businesses for the last 30 years. During the last 10 years at the incubator, he was a member of the management team formalizing the commercialization activities, engaging with advanced materials companies, pursuing funding strategies (grant, debt and equity) and co-managed the first incubator based pre seed fund for technology based businesses. He has over 25 years experience providing critical consulting for middle market and technology based businesses. Some of his experiences are: the Director of a state agency responsible for multi-million dollar financing programs; Vice President of a venture capital partnership and an investment banking firm; and implementing and managing a pilot access capital program for the MEP. Direct investment experience includes specialty retailing, manufacturing, biotechnology, medical products, advanced material, computer hardware and software.



Allison Finkelstein
Sr. Director Funds Management

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Allison has over 19 years of experience working with a variety of industrial manufacturing businesses. At Eaton Corporation, she was a senior executive for a \$2.5 billion worldwide business unit. As head of business development, she was responsible for all mergers, acquisitions and divestitures for the unit. Deal sizes ranged from small technology buys to a \$1 billion acquisition. She also managed the strategic planning process for the unit. Prior to Eaton, she worked at Bank of Boston where she focused on the transportation industry and structured a multimillion employee buyout of one of the portfolio companies. Allison has a BS in Commerce (Finance and MIS) from the University of Virginia and an MBA from Harvard University.

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Gary D. Rawlings, Ph.D.
Director Technology Commercialization

Gary Rawlings is the Director of Technology Commercialization at TechColumbus focusing on opportunities emerging from state institutions, such as The Ohio State University. Dr. Rawlings has B.S. and M.S. degrees in nuclear physics from Southwest Texas State University and a Ph.D. in environmental science and engineering from Texas A&M University. He has spent the majority of his career at multinational corporations, such as Monsanto, creating new products and business units for a large variety of advanced technologies. Gary has extensive experience identifying significant new advanced technologies and launching them into new business opportunities. He has considerable experience in a number of technology fields, including plastics, polymers, coatings, nonwovens, filtration, flame retardants, fibers, electronic devices, composite materials, nuclear technologies, and environmental science and technologies. Prior to joining TechColumbus, Rawlings was the general manager at Crosslink Energy Materials in St. Louis, Mo., a small, privately held start-up company commercializing novel conductive polymers for numerous electronic, display, and static applications. He also has served in similar capacities with Monsanto, Lilly Industries, Bekaert Fibre Technology, and Vita Nonwovens. Rawlings has a Ph.D. in environmental science and engineering from Texas A&M. He also holds a B.S. in physics and a M.S. in nuclear physics from Southwest Texas State University.



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Susan A. Stanton, Ph.D.
Technology Commercialization Consultant

Susan Stanton is Technology Commercialization Consultant with TechColumbus. Susan has more than 20 years experience in commercializing technology. She has held positions in Fortune 50 companies, such as Alcoa, and Bayer, startups, government and education. She was Vice President, Market and Technology Assessment at the National Technology Transfer Center (WV) where she led a group of 30 researchers and was responsible for assessing technologies and evaluating markets for the Center's clients and developed new programs, processes, and products to meet their growing needs. Recognizing a need for assisting technology based businesses with aligning their technology commercialization strategy with the corporate strategic plan, Susan started SBCi Ltd. in 1999. She has assisted businesses

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and entrepreneurs in identifying, evaluating and commercializing technology based innovations. Susan received her Bachelor of Science degree in Chemistry from Millersville University and her Master of Philosophy degree in Organic Chemistry from Syracuse University. She was awarded the Ph.D. in Organic Chemistry from the University of Rochester. She has several publications and numerous patents in adhesive formulation, catalysis and use, and electronics. Susan is an active member in the American Chemical Society and the Licensing Executives Society. She has served on several association and foundation boards.



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Daniel D. Meek
Entrepreneur in Residence

Meek's experience covers all aspects of drug development, including market research and competitive analysis, pharmaceutical project management, medical device engineering, pre-clinical, clinical and regulatory experience. Prior to joining TechColumbus, Meek was senior director of product development for Ventaira Pharmaceuticals, a venture backed specialty pharmaceutical company in Columbus, Ohio, where he managed several early-stage drug development projects for leading global pharmaceutical companies. Meek also has served in several capacities with Battelle and Cooper Industries. He received an M.B.A. from Capital University in Columbus, Ohio and holds a B.S. in mechanical engineering from Ohio Northern University in Ada, Ohio.



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Daniel Casey
Entrepreneur in Residence

Daniel Casey has over 25 years experience leading high-performance, customer-focused technology organizations. He has led teams in both corporate and entrepreneurial environments. As an Entrepreneur-in-Residence, Dan consults with portfolio companies to help them effectively execute their business plans, reach established milestones and raise follow-on venture funding.

Before joining TechColumbus, Dan was COO for Sypherlink where he played an instrumental role in securing \$3.5 million in venture capital. He also helped define the company's future development strategy. Prior to Sypherlink, Dan was president and COO of AGT International, Inc., a privately held software and professional services company providing industry-leading solutions to utilities and local governments. He has also held various senior operations, sales

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and marketing positions at Sterling Commerce, Goal Systems, Lomas Information Systems and UCCEL Corporation. Dan holds a BBA in Management from the University of Notre Dame and an MBA from The Ohio State University.



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Chris Anderson
Director Venture Development

Christopher Anderson (Chris) has a proven track record of helping start-up companies get off on the right foot, connecting them with the right resources and guiding their formation efforts. Chris is a business development specialist on TechColumbus' TechStart team, serving businesses and entrepreneurs in Fairfield, Fayette, Franklin, Hocking, Perry, Pickaway and Ross counties. Chris has been with the TechStart program almost since its inception. Over the past year, Chris participated in all the community outreach events held in each of the 15 counties comprising TechStart's service area. As such he has had an exciting front-row seat in witnessing the breadth of innovation across Central Ohio. Chris says that no matter where the TechStart opportunity was presented, attendees commonly had no idea of the resources that were available to them and were genuinely excited about the opportunities such opportunities afforded them.

As a business development specialist, Chris is responsible for evaluating technology-based business ideas, determining where entrepreneurs are within their company formation process and then aligning them with the proper resources to help them continue along the path to commercialization. Chris was also instrumental in organizing the recent Columbus Startup Weekend which brought together programmers, business leaders, consultants and advisors into a unique setting in which 11 ideas for new companies were developed in under 54 hours. Before joining TechColumbus in 2007, Chris was a project administrator with the Ohio Department of Development where he was responsible for managing a number of programs including the Ohio Technology Investment Tax Credit program and the Ohio Research and Commercialization Grant. Chris earned his bachelor's degree in from Miami University with a minor in entrepreneurship.

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