



## DAVID W. ROWAT M.A.Sc., MBA



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## CONSULTING

### STRATEGIC CATALYSTS INC.

Vancouver, BC

*Private management consulting practice for early-stage technology companies. Operates only between major employment assignments.*

#### Managing Partner

- Advised and worked for over 70 high-technology firms in key business areas including: public and private finance, strategic planning, strategic partnering, mergers and acquisitions, operations. See [www.stratcat.com](http://www.stratcat.com).

## FULL – TIME ENGAGEMENTS

### TBF ENVIRONMENTAL TECHNOLOGY INC.

Surrey, BC

*Develops, manufactures and markets environmentally friendly petrochemical solvents which contain zero or minimal volatile organic compounds, allowing manufacturers of coatings, adhesives, polymers, etc. to reduce toxic emissions and comply with ever-tightening environmental regulations.*

#### Chief Executive Officer

- Co-founded company, oversaw the development and commercialization of six new solvents, granted 2 patents, oversaw development of sales and distribution networks which captured over 30 companies and built a multi-million dollar pipeline including several world wide brands. Built and managed supply networks in South Asia. Raised several rounds of angel financing, and achieved these milestones over 3 years, spending only \$1.5M Cdn in equity and using \$800K US in debt.

### CLEVEST SOLUTIONS INC.

Richmond, BC

*Software company developing, implementing and servicing solutions to simplify Smart Grid deployments for utilities and to manage mobile workforces.*

#### Vice President, Chief Financial Officer and Corporate Secretary

- Member of senior team which quadrupled revenue in two years, winning countless awards for fastest growing company.
- Managed finance, treasury, accounting, legal, HR, acquisitions, MIS and administration functions.
- Instrumental in raising several million dollars of equity and convertible debt financing.
- Completed two acquisitions which added 40% growth.

### CANADA LINE RAPID TRANSIT PROJECT

Vancouver, BC

*Officer of the project team which managed the public sector responsibilities for the public-private partnership building the rapid transit line connecting Vancouver, Richmond and the Airport.*

#### **Finance Director, Officer**

- Senior member of management team which closed \$1.9 Billion Concession Agreement and \$1.3 Billion financing involving 5 government agencies. Developed detailed system for predicting cashflow requirements and verifying project affordability.
- Managed Request For Proposal process and communication with bidders.
- Developed risk management plan and quantified risk registry from scratch to calculate public sector contingency.
- Facilitated operation of Steering Committee overseeing federal contribution of \$450 million.
- Prepared process for Sarbanes-Oxley style federal compliance audit.
- Developed Code of Conduct.

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#### **PCSUPPORT.COM, INC.**

**Burnaby, BC**

*Provided outsourced technical support for personal computers using its own proprietary Internet application, allowing corporations to save costs and improve employee productivity.*

#### **Vice President and Chief Financial Officer**

- Joined as third employee and helped grow the company to 85 people.
- Completed US public listing. Qualified company as fully reporting issuer with US Securities and Exchange Commission. Wrote and filed multiple registration statements without SEC comments; 10-Ks, 10-Qs, 8-Ks, etc.
- Raised over \$12 million US in eight separate US, Canadian and UK financings, including two institutional placements after the dot.com bust.
- Managed acquisition of competitor.

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#### **XILLIX TECHNOLOGIES CORP.**

**Vancouver, BC**

*Xillix developed, manufactured and marketed medical imaging devices that aided in the earlier detection of cancer.*

#### **Vice President, Chief Financial Officer and Secretary**

- Managed the finance, investor relations, treasury, accounting, legal, MIS and administration functions in a TSE-listed company.
- Secured five "buy" recommendations from industry analysts in eight months.
- Acquired an international competitor.
- Contributed to the development of a strategic partnership with Olympus Optical to provide US \$3 million in development funding and international distribution; the first such arrangement negotiated in Japan by a Canadian medical devices company.

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#### **NEXUS GROUP OF COMPANIES**

**Burnaby, BC**

*Nexus designed, manufactured and marketed radio frequency electronic communications products, principally to cable TV operators, in nearly 100 nations.*

#### **Vice-President, Finance and Corporate Development**

- One of seven senior executives managing growth from revenues of \$10 million and 120 employees to \$30 million and 280 employees.
- Managed people and tasks simultaneously in several different functional areas including Finance, Strategic Partnering, Government Programs, Corporate Communications, Business Unit Manager, Corporate Development, and Sales.

## EDUCATION

**Master in Business Administration (MBA)**  
**Harvard Graduate School of Business Administration**  
*Second year Honors.*

**Master of Applied Science (M.A.Sc.)**  
**The University of British Columbia**  
*Natural Sciences and Engineering Research Council (NSERC) scholarship.  
Finalist, Rhodes Scholarship selection interviews.*

**Bachelor of Applied Science (B.A.Sc.)**  
**University of Waterloo**  
*Finalist, Rhodes Scholarship selection interviews.  
Sandford Fleming Medal for Outstanding Academic Achievement.*

## PROFESSIONAL AFFILIATIONS AND INTERESTS

- **Authored [www.earlystagetechboards.com](http://www.earlystagetechboards.com)** – a manual and set of best practices for the governance of Boards of early-stage technology companies.
- **Lectured on Board governance** to National Angel Capital Organization, BC Innovation Council, AngelForum, Simon Fraser University, etc.
- Skiing, Granfondo cycling, circuit training.
- Competent in spoken French.