

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

3569 West 43rd Ave., Vancouver, BC V6N 3J8

Direct: (604) 240 0061 Home: (604) 266 5800

Website: [www.stratcat.com](http://www.stratcat.com) Email: [dwwrowat@stratcat.com](mailto:dwwrowat@stratcat.com)

## CORPORATE

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<b>STRATEGIC CATALYSTS INC.</b>	<b>Vancouver, BC</b>	<b>1992 - Present</b>
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*Private management consulting practice for early-stage technology companies. Fully operative only between major full time assignments.*

### **Managing Partner**

- Advised and worked for over 60 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).

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<b>TBF ENVIRONMENTAL TECHNOLOGY INC.</b>	<b>Surrey, BC</b>	<b>2013 – 2016</b>
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*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 \$800M US in debt.

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<b>CLEVEST SOLUTIONS INC.</b>	<b>Richmond, BC</b>	<b>2010 - 2012</b>
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*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.

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<b>SIMBA TECHNOLOGIES INC.</b>	<b>Vancouver, BC</b>	<b>2008</b>
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*Develops proprietary middleware for large software companies to connect between front-end business intelligence and performance management applications and back-end data servers.*

### **Chief Operating Officer**

- Managed all operational aspects of a 50-person software development company other than sales and development, including human resources, finance, accounting, managing company-owned building, legal, contracts, and administration.

**CANADA LINE RAPID TRANSIT PROJECT****Vancouver, BC****2002 - 2006**

*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**

- 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.

**PCSUPPORT.COM, INC.****Burnaby, BC****1999 - 2001**

*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.

**XILLIX TECHNOLOGIES CORP.****Vancouver, B.C.****1993 - 1995**

*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.

**NEXUS GROUP OF COMPANIES****Burnaby, BC****1986 - 1992**

*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 in 1986 to \$30 million and 280 employees in 1991.
- 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

- 1986**     **Master in Business Administration (MBA)**  
**Harvard Graduate School of Business Administration**  
*Second year Honors.*
- 1979**     **The University of British Columbia**  
*Natural Sciences and Engineering Research Council (NSERC) scholarship.*  
*Finalist, Rhodes Scholarship selection interviews.*
- 1977**     **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.
- Skiing, cycling, circuit training.
- Competent in spoken French.