

# ALAN YARBOROUGH

Florence, SC 29501

(843) 410-9020

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## SUMMARY OF QUALIFICATIONS

- **Senior Executive Leadership** – Managed all aspects of multiple start-ups.
  - **Research, Development and Commercialization** - Developed pathways for patented and patentable technologies, building and leading teams in dynamic environments, and raising dilutive and non-dilutive early stage capital.
  - **Governmental Affairs** – Conduct regulatory analysis, lobby state and federal officials, manage negotiations with governmental agencies, and facilitate stakeholder discussions.
  - **Business Development** – Analyze emerging tech market opportunities, manage partnerships with potential customers in key markets and strategic vendors key to the supply chain.
  - **Product Management** – Lead cross-functional teams to develop build and market profitable products and collaborate with customers to define requirements and create timely, cutting edge technologies.
  - **Communications** – Represent organizations in public and private dialogues involving multiple stakeholders.
  - **Defense and Industry Innovation** – Commercialize technologies; remaining particularly mindful of sustainability issues.
  - **Mentor** – Work with other early stage entrepreneurs and advise them on fundraising, resource allocation, and start-up strategy.
  - **Small Business Subject Matter Expert** - Nominated to serve as a Subject Matter Expert for the B20 Summit in preparation for the 2015 G20 Summit.
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| • <b>Overall Strategy, Vision &amp; Mission Planning</b> | • <b>Finance, Budgeting &amp; Cost Management</b>    |
| • <b>Sales &amp; Marketing Leadership</b>                | • <b>Public Relations &amp; Media Affairs</b>        |
| • <b>Profitability &amp; Cost Analysis</b>               | • <b>Policy &amp; Procedure Development</b>          |
| • <b>Programs, Services &amp; Products</b>               | • <b>Government Regulations &amp; Relations</b>      |
| • <b>Billing, Collections &amp; Cash Management</b>      | • <b>Human Resources Management</b>                  |
| • <b>Contract Negotiations &amp; Strategic Alliances</b> | • <b>Team Building &amp; Performance Improvement</b> |

## EDUCATION

**BS - Liberal Arts / Psychology /Political Science,**  
**State University of New York (SUNY/Regents) – 2001**

**Cont. Ed. - Seminars and Special Forum Participation while assigned to the Executive Office of the President of the United States - White House Office of National Drug Control Policy.**

**Multiple Executive Management Seminars and conferences specific to the Defense Industry.**

**London School of Economics and Political Science – 2004**

**A Clash of Ideologies: Al Qaeda, America and Academia; The Middle East and the West: Misunderstandings and Stereotypes**

**Columbia University - School of International and Public Affairs - 2004**  
**The Ambiguities of Freedom: Public Policy and American Youth**

**University of Cambridge - Presenter: Islam and Muslims in the Mind of America - 2004**

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## EXECUTIVES EXPERIENCE



### **Allotrope Sciences Corporation., Key West, FL**

**2013 to present**

Founder - Technology Incubator - *narrowly focused on novel technologies for Defense & Industrial use*

#### **Founder and Chief Executive Officer**

Implement all strategy for start-up – built a quality team, raised and allocated capital, developing a commercial market entry strategy for multiple novel technologies.

- Conduct analysis of emerging technologies in the defense industry, evaluate commercialization potential, and advise senior most Federal Government leadership regarding relevant technologies.
- Develop and execute market entry strategy to compete with existing technologies, based on analysis of customer needs, technology value, and product cost.
- Pursuing government and private sector funding - 75 K raised to date for 2 licensed technologies.
- Lobby at State and Federal level for defense appropriations related to defense R&D.
- Developed relationships with potential technical partners, manufacturing partners, customers (defense, mining, Oil and Gas), internationally resulting in multiple signed agreements.
- Created partnerships with key vendors in Defense munitions and Mining, Oil and Gas Explosives.
- Managed expansion of patent portfolio based on licensed technology.
- Advise local and regional economic development organizations on ways to support technology start-up activity.
- Allotrope actively operates, and represents multiple technologies.



### **Exnovo Solutions, Inc., Key West, FL**

**2011 to present**

*Technology Development and Services related to National Security*

#### **Co-Founder & COO through 2013 - CEO 2013 - present**

As COO and later as CEO manage every aspect of this start-up.

- Conceived, created and implemented multiple service offerings.
- Conceived, conceptualize and manage all R&D projects related to Defense, Intelligence and Space Based Systems. Manage all contracted engineers to create and expand technology portfolio, and develop market pathways.
- Developed market pathway based on technology capability, competitive assessment, and emerging opportunities with strategic customers in Defense & Aerospace markets.
- Spearheaded fundraising efforts, garnering \$400K from private sources of capital.
- Facilitated the creation of appropriate milestones for prototype development and developed pathways to resolve potential management and technical hurdles.
- Cultivated relationships with potential customers, which enabled company to establish product cost, durability, and performance specifications for market entry.
- Using collaborative tools to optimize the work of a large distributed team.
- Exnovo continues operations and is majority held by Yarborough Management Group Holdings.

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## **Centre Analytics International, Inc., Alexandria, VA**

**2001 to 2011**

*National Security Consulting*

### **Founder / President & CEO**

Managed the start-up and funding of an IC Operations and Studies program with \$1.8M plus budget, 10 contracted staff, faculty members, and advisory board.

- Worked with an advisory board that consisted of Senior Intelligence Community (IC) Officials, and the Defense Policy Board to establish programmatic direction.
- Established programs related to geopolitical strategic analysis, tactical analysis, and human intelligence support to the Defense Department. Effort resulted in the creation of multiple specialized Joint Task Force Elements deployed to work in support of Counter-terrorism efforts worldwide. Personally assessed, selected and managed all operational personnel for this effort.
- Worked closely with government agencies, think tanks, prime contractors, and individual "principle contractors" involved in intelligence activities to explore new concepts for collaboration and prioritization.
- Participated directly in the creation of a Hard Target / High Value Target Task Force Cell concept for the IC. Led first 3 man deployment of a direct action cell created under this concept.
- Organized yearly symposium focused on investment in and commercialization of technologies related to intelligence operations.
- Led government / industry partnerships working with stakeholders to define key issues and develop a strategic framework for resolving government/industry conflicts.
- Recruited prospective graduate students during global events and mentored students during their tenure in the program.
- Established a big data analytics program using COTS hardware and open source predictive algorithms that leveraged data from social networks. Proved highly successful.
- Exited Centre Analytics having accomplished what I intended to accomplish.

## **Non-Profit Interests**

- Board Member - Harvest Hope Regional Food Bank.
- Worked with the Darfur Action Group of South Carolina to raise awareness of the genocide in Darfur.
- Worked with GENED (Genocide Education) to create programs designed to teach groups about genocide.
- Special Olympics - Activity and Event Coordinator for the European Division for 4 years.
- Warrior Assistance Program - All for ONE, Founder - Coordinate Pro Bono Attorney and Accountant assistance for military personnel returning from Combat to face the problems many combatants experience during re-integration.

## **U.S. Army, Northern VA and Worldwide**

**1984 to present**

*Served during multiple deployments worldwide from 1984 to 1995 on Active Duty. Thereafter 7 additional years active service since 2001 and have a total of 31 years active and reserve. I served 28 of those years as a Counterintelligence Agent, and continue to serve with the Army Reserves Individual Warrior Program. Soldier / Intelligence Professional*

**Clandestine Support to Military Operations (CSMO) / Counterespionage / Counterterrorism / Counter Narco-terrorism**