

ROBERT B. WESSON, PH.D.

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SUMMARY

CEO, COO, CTO, VP Business Development, Serial Entrepreneur of 7 successful startups. Skills:

- Acquiring and managing government contracts
- Spotting, analyzing, & exploiting strategic trends
- Building strategic alliances and productive teams
- Creating and deploying best-in-class technology
- Nurturing investor relationships
- Negotiating complex licensing agreements

EXPERIENCE

VOIZAPP INC., Austin, Texas

Founder & CEO (current)

VoiZapp, Inc. (voizapp.com) creates mobile apps for you to manage your social networks by voice command when you're on the go and not able to focus on too-small screens. Apps include *Friends Aloud* and *Messages Aloud* for Facebook, *Tweets Aloud* for Twitter, *Read It Aloud* for RSS feeds, and *Emails Aloud*.

REAL THING ENTERTAINMENT PTY. LTD., Melbourne, Australia

Co-owner, Senior Speech Scientist & VP Business Development (2000s)

Startup (www.realthing.com.au) creating an artificially-intelligent OS for toys (think teddy bear in the Spielberg movie *A.I.*) and mobile devices with speech as primary interface. Raised \$500k; pre-revenue.

LOYALTY SOLUTIONS LLC, Austin, Texas

Co-founder & Managing Partner (2000s)

Online financial service startup that provided merchant processing and loyalty coupons by email (think *Square* meets *GroupOn*). Raised \$250k. Successful exit: sold to an angel-funded private company in less than a year.

VALIENTI GROUP LLC, Austin, Texas

Co-Founder & Managing Partner (2000s)

A four-partner real estate development company that supplied financing, design, and marketing assistance to custom homebuilders and developers in Central Texas in return for a profit split.

- Managed daily operations with banks, mortgage companies, builders, and real estate agencies
- Acquired tens of millions in financing for over 50 projects from a variety of financial institutions
- Located and acquired land, designed, developed, and marketed a \$5+M 64-lot lakefront resort

Successful exit: sold off all improved real estate at a profit to end-users; sold developed lots to an investor
Annual revenue growth: inception to \$20M in three years with \$2M EBITDA.

RADIO MOBILE SOLUTIONS, INC. Carlsbad, California

CEO (2000s)

Turned around a 12-person company that built police-car-mounted mobile computers in 6 months.

Successful exit: sold company to one of its investors, who later sold it to RF Industries (radiomobile.com).

Annual revenue growth: doubled from \$2.5M to \$5M in six months.

ADACEL SYSTEMS INC., Montreal, Canada & Orlando, Florida

Chief Designer, Business Development & Program Manager during earn-out (2000s)

Adacel Technologies Limited (Adacel.com) is a publicly-traded Australian software company that lost millions before we merged it with my company Wesson International and promptly won \$100+ million in US government contracts for air traffic control (ATC) training simulators. This simulator, plus my new product initiatives, comprises the bulk of Adacel's now-profitable business, with a 90% worldwide market share.

- Designed, prototyped, marketed, and won contract for an award-winning ATC simulator customized for the US Air Force that beat out major defense contractors such as Raytheon and Boeing

- Managed “tiger team” in Montreal, Canada that passed acceptance tests in record time
 - Expanded my simulator’s speech recognition system into adjacent markets by winning a competitive contract to design cockpit voice control system for Lockheed Martin’s F-35 Joint Strike Fighter
- Annual revenue growth: \$25M to \$50M with \$3M EBITDA.

WESSON INTERNATIONAL INC., Austin, Texas

Founder/Chairman/CEO (1990s)

Before its merger with Adacel, Wesson International was the premier ATC simulator company in the world.

- Designed, coded, and marketed TRACON™, a best-selling ATC simulation game
- Won multiple SBIR Phase I and II grants to convert TRACON into a professional training simulator
- Invented the world’s first 3-D multi-screen control tower game and professional simulator that became a \$100+ million product category
- Delivered professional radar and tower training simulators to a variety of governmental/institutional customers throughout the late ‘90s, including the FAA, Hong Kong’s Central Aeronautical Division, Eurocontrol, the University of Alaska, and the United States Air Force
- Simulator videos and photos [here](#).

Successful exit: sold company to Adacel in a multi-million dollar deal that made investors very happy.

Annual revenue growth: inception to \$5M with \$1M EBITDA.

WESSON DEVELOPMENTS, Austin, Texas

Founder/CEO (1980s)

Land development company specializing in ranchettes southwest of Austin. Successful exit: sold out lots.

Annual revenue growth: inception to \$2.5M with 0.3M EBITDA.

KNOWLEDGE ENGINEERING INC., Austin, Texas

Founder/CEO (1980s)

My first startup created the *Perfect* and *Zen* series of IBM-PC software. Successful exit: sold to venture-backed Perfect Software Inc. Annual revenue growth: inception to \$2M with \$0.5M EBITDA

THE RAND CORPORATION, Santa Monica, California

Project Director (1980s), Information Sciences Department

Developed and implemented man/machine artificial intelligence-based systems in support of command and control exercises. Project director for multi-disciplinary studies, including [man/machine decision-making systems](#), [distributed control methods](#) for automated situation assessment, and electric power networks.

EDUCATION

The University of Texas at Austin:

B.A., Mathematics Summa Cum Laude

M.A., Computer Science

Ph.D., Artificial Intelligence

Feature Film Producer, Hollywood Film Institute

Cinema Director, Hollywood Film Institute

PROFESSIONAL ORGANIZATIONS/HONORS

Phi Beta Kappa honorary scholastic fraternity

PC Magazine Editor’s Choice Award

Computer Gaming World Simulator Award

ATCA Chairman’s Citation of Merit

U.S. SBA Administrator’s Award for Excellence

Maastricht Industry Award

Engineering Product Innovation, Frost & Sullivan

USAF Citation of Merit