

CV: Mark Merner

Resident of Kanagawa, Japan

home: +81-468-76-2397; cell: +81-80-3366-2397

Fax: +81-468-75-9320

e-mail address: markmerner@mac.com

Summary: Solar site owner and manager; consultant

## Experience

12/17 - ongoing: PRESIDENT: InterSolar GK in Hayama Japan

Funded, built, and operate a 0.6MW solar farm in Izu Japan.

12/96 -12/18 PRESIDENT: InterMedia Research & Consulting (US: IMRC)

MANAGING DIRECTOR. KK. InterMedia Research (Japan: IMR)

- Co-founded and co-managed 2 consulting and localization companies.

Consulting Clients: Kodak, ImpactXoft Inc., Toyota Caelum

GUI & manual Localization for Hitachi Zosen Systems, think3, IronCAD, Toyota Caelum, NEC.

10/05- 12/18 MANAGER STRATEGIC ALLIANCES, Kodak Inc.

- Managed OEM relationships including contract writing & closing between Kodak's CREO Digital Front End Print Controller development group in Vancouver and in Israel with Japanese print engine makers such as Ricoh, Canon, Konica Minolta, and Fuji Xerox; set up support model

5/04 to 10/05 MANAGER ASIA-PACIFIC PARTNER RELATIONS, ImpactXoft Inc., San Jose CA.

- Set up and managed distribution partners in Japan, Korea, Malaysia, Thailand; worked with other countries in the AP region such as Taiwan, China and India.

12/96 - 4/03. EXECUTIVE ADVISOR, Toyota Caelum Inc. (TCI) Nagoya Japan

- Established & managed strategic relationships for TCI with overseas partners.

- Shifted TCI CAD/CAM software sales strategy from a direct model (local Toyota suppliers) to a distribution partner model (general manufacturing companies throughout Japan.) International relationships included ImpactXoft Inc., think3, Dassault Systems, Unigraphics, Transom, New Technologies, and Daratech.

4/93 - 11/96. TECHNICAL MANAGER, Visual Edge and Technical Center, Transtech Ltd., Japan

- Signed up, managed, and supported partners for the distribution of multiple hardware and software products including large format imaging systems, RAID storage devices, wireless and network peripherals, as well as multi-media display and printing devices. Trained and supported distributors such as Graphtech, Showa Joho, Canon Copier Sales, SYC, and Chugai.

12/86 - 4/93 SENIOR RESEARCHER, Eastman Kodak (Japan) R&D Center Yokohama Japan;

and Senior Researcher at Photographic Research Labs, Rochester, New York. R&D and marketing related assignments:

- Conceptualized, developed, sold, installed, and supported an optical disk based information system product line as project group leader. The first installation at Seven Eleven Japan handled sales data of all stores and reduced retrieval work time by 60%. This system enabled Kodak to capture new and regain old service revenues of up to \$0.5 million per year per customer.
- Provided market and technology tracking input towards Kodak's fundamental electronic imaging strategy with regard to the replacement of film by electronic imaging. Made projections of the impact of High Definition TV and related electronic imaging on silver halide based film imaging.

3/86 - 12/86 CONSULTANT, JAPANESE TECHNOLOGY AND MARKETING for Global Holonetics Corporation, Iowa. Evaluated and developed market opportunities, sourced critical components.

- Evaluated market and established Seiko-Epson as optical computer CPU light valve source. GHC was the first company in the world to install a commercial optical computer based machine vision system using light rather than electrons to process information. The technology was sold to Dupont.

9/82 - 3/86 INTERNATIONAL PRODUCT PLANNING MANAGER, LINGUISTIC ENGINEER, Global Integration Technologies Inc. (GIT), Fairfield, Iowa.

- Invented, patented, developed, and marketed a revolutionary Japanese language keyboard entry method allowing high speed touch-typing by professionals. Designed and used a genetic algorithm expert system tool both on software and on a dedicated hardware board to optimize millions of keyboard layouts towards a suitable configuration.
- Built team by recruiting employees from Japan; worked on core linguistic technology.
- Helped to establish Kyocera Corporation as technical and marketing partner.

## PERSONAL INFORMATION

9/81 - 9/82 UNIVERSITY INSTRUCTOR, California State University, Sacramento, Calif. and Sacramento City College, Sacramento, California.

Taught undergraduate Physics, Astronomy, and Mathematics while doing doctoral basic research in quantum mechanics (entanglement) at UC Davis.

6/69 - 9/81 UNIVERSITY STUDENT: Obtained broad background in science and education.

California Community College Credential in Physics, Astronomy, Mathematics  
Doctoral studies in Physics, Univ. of Calif. Davis, Calif.  
M.S. Physics, University of the Pacific, Stockton California  
B.A. Philosophy of Science, University of the Pacific, Stockton, California;

Additional Professional Qualification:

Japanese fluency; bicultural; lived a total of 50 years in Japan

Present Interests: mountain biking, aikido, marine sports; entanglement, Wolfram Physics Project, classical guitar

