

# OMAR HAKIM, P.E.

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## EDUCATION

MS, Science & Technology Commercialization  
*McCombs School of Business, The University of Texas at Austin - Austin, Texas, 2004*

BS, Applied Mathematics (Minor: Electrical Engineering)  
*University of New Mexico - Albuquerque, New Mexico, 1990*

AS, Pre-Engineering (Computer Engineering Option)  
*University of New Mexico - Albuquerque, New Mexico, 1989*

## LICENSES

Professional Engineer (P.E.) - Industrial & Systems Engineering  
*Texas Board of Professional Engineers (P.E. License #139344)*

Professional Engineer (P.E.) - Software Engineering  
*Texas Board of Professional Engineers (P.E. License #139344)*

## SUMMARY

- Professor of Practice at Texas A&M University, teaching entrepreneurship and technology commercialization since January 2019.
- Academic Publication: Omar Hakim (2021) Alternative Strategies for Addressing IP Infringement, *Research-Technology Management*, 64:6, 50-55, DOI: 10.1080/08956308.2021.1972687
- CEO of Waterloo Solutions (formerly EllansaLabs, Inc.), a VC-backed, Austin-based startup, since November 2021. Waterloo Solutions is an applied nano-materials company commercializing its patented diamond metamaterials in the semiconductor advanced packaging, defense, medical device, and luxury goods industries.
- VP of Client Strategy for Michael Best & Friedrich LLP from April 2017 to November 2019, responsible for providing intellectual property and entrepreneurship strategy consulting services to the global clientele of Michael Best (ranked No. 172 in the 2019 AmLaw 200 rankings).
- Aggie Angel Network co-founder, past executive director, and current board member who screened 900+ startup companies and led \$7 million of equity investments into 16 companies over three years.
- Co-founder of a patent brokerage (2007-2009), which facilitated patent transactions with Intellectual Ventures, Fortress Investment Group, Acacia Research Group, and RPX.
- Led (or co-led) patent litigation efforts against Google, Adobe Systems, Citrix Systems, Tivo, and Time Warner Cable in the Eastern District of Texas, the Western District of Texas, the Northern District of California, and the US Court of Appeals for the Federal Circuit.
- Ten years at Accenture as a business strategy consultant and network technology expert.
- Accenture's Communications & High Tech patent portfolio manager (500+ patents).
- Accenture's New Business Models group co-founder and due diligence deal lead for Accenture's internal VC fund (Accenture Technology Ventures - \$1 Billion VC Fund).
- Award-winning technology startup business accelerator general manager for two years.
- Founder of Hammersmith Ventures, an investment firm with holdings in 12 startups.
- Successful inventor with over 100 issued and pending US patents.

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## EXPERIENCE

### PROFESSOR OF PRACTICE (ENTREPRENEURSHIP)

*Dept. of Sociology, Texas A&M University, College Station, Texas*

*2019 - Present*

- Supported the development of the Entrepreneurial Studies curriculum for the undergraduate all-campus minor program from 2016 to final Faculty Senate approval in November 2018.
- Co-developed the syllabus and training materials for the “Entrepreneurial Practice” course (SOCl/ MGMT 476) and co-taught this course in Spring 2019 and 2020. Integrated best-of-class entrepreneurship software tools (e.g., LivePlan, LeanStack, Gust) and training materials to provide students with a unique, iterative, hands-on entrepreneurial experience as they defined, quantified, validated, and communicated their new venture business models.
- Co-developed the syllabus and training materials for the “Social Entrepreneurship” capstone course (SOCl 450) and taught this course in Fall 2019.
- Developed the syllabus and training materials for the “Technology Commercialization” course (SOCl/ MGMT 489-501) and taught this course in Fall 2020.
- Published an academic article in August 2021: Omar Hakim (2021) Alternative Strategies for Addressing IP Infringement, *Research-Technology Management*, 64:6, 50-55, DOI: 10.1080/08956308.2021.1972687

### CEO

*Waterloo Solutions (formerly EllansaLabs, Inc.), Austin, Texas*

*2021 - Present*

- Hired as a turn-around CEO for a VC-backed technology startup in November 2021.
- Facilitated the development of a new business plan (a “pivot”) from jewelry manufacturing on-demand to applied nano-materials (diamond metamaterial) technologies, resulting in 22 issued patents and 24 pending patents in the domains of semiconductor advanced packaging, electromagnetic pulse (EMP) shields for defense applications, and anti-counterfeiting technologies.
- Raised an additional \$3.75 million in equity capital from current investors.
- Applied for early-stage and SBIR/STTR grant monies from DARPA, the U.S. Space Force, and the Missile Defense Agency.

### VP OF CLIENT STRATEGY

*Michael Best & Friedrich LLP, Austin, Texas*

*2017 - 2019*

- Providing business consulting, IP strategy, Seed and Series A fundraising support, and management team mentoring services to over 131 early-stage, high-growth clients and potential clients of the law firm of Michael Best & Friedrich LLP (d/b/a Michael Best).
- Michael Best liaison to the Texas A&M Technology Commercialization Office (TTC), assisting over twenty Belgian TTC licensees, potential licensees, and partners with entering the US marketplace.
- Providing business consulting services and overseeing the delivery of legal services to the clients of the Brazos Valley Economic Development Corporation’s International Gateway program.
- Providing ongoing mentoring and business strategy consulting services to over 20 Texas Health Catalyst portfolio companies - the life sciences business incubator of the Dell Medical School at The University of Texas at Austin.

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## **ENTREPRENEUR-IN-RESIDENCE FOR AWEX**

*Walloon Export & Foreign Investment Agency (AWEX), Belgium*

*2018 - 2019*

- The Walloon Export & Foreign Investment Agency (AWEX) - in partnership with Michael Best - began an entrepreneur-in-residence program in June 2018, and AWEX subsidized Mr. Hakim's extended visits to the Walloon region of Belgium so he could meet with and mentor startup companies across the entire Wallonian entrepreneurial ecosystem.
- Provided extensive business strategy, IP strategy, and fundraising assistance to Walloon companies in Belgium in June 2018 (38 companies), January 2019 (18 companies), and June 2019 (30 companies).

## **CEO & CO-FOUNDER OF COLLABORATIVE AGREEMENTS LLC**

*Collaborative Agreements LLC (dba Oui Agree), Austin, Texas*

*2011 - Present*

- Formed an investment group to purchase an online contracts patent portfolio in February 2011, and became the part-time CEO of the company.
- Hired Forrester Research to determine the de facto technical architectures currently used in the online contracts industry, and then filed six new continuation applications covering their findings. The first of the new continuations was issued in September 2012 (US 8,271,393), with a priority date of April 2002.
- The newly issued '393 patent was found to have over 1,522 potential infringers in 15 industries.
- Negotiated purchase agreements with Fortress Investment Group, Acacia Research Group and RPX before deciding to retain ownership of the patent portfolio.
- Oui Agree is currently developing software plugins and extensions to Microsoft Office 365 and Microsoft Word to bring enhanced collaboration functionality to Microsoft end-users.

## **EXECUTIVE DIRECTOR AND CO-FOUNDER OF THE AGGIE ANGEL NETWORK**

*Aggie Angel Network, Inc., College Station, Texas*

*2010 - Present*

- Co-founded a non-profit angel network which is now part of the Texas A&M University Mays Business School, and was its full-time executive director from 2010 to 2013 before transitioning to the board of directors in 2013.
- Personally screened over 900 technology startup companies. Invited 62 companies to present to the AAN membership. Led the due diligence for over \$7 million invested into 16 companies.

## **CEO & CO-FOUNDER OF AQUADATION LLC**

*Aquadation LLC, Austin, Texas*

*2014 - 2016*

- Formed Aquadation® in 2014 to develop and commercialize a disruptive, patent-protected foundation repair and maintenance system that can be retrofitted to existing residential homes to enable them to become automatically "self-leveling". The patented system uses foundation-mounted IoT accelerometer sensors, cloud-based machine learning algorithms and buried micro-drip irrigation technology to selectively "swell" areas of soil under and around a house.
- Raised \$350,000 in seed funding in 2014 and \$700,000 in Series A funding in 2016 from angel investors and foundation repair industry leaders.

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- Deployed a prototype for field testing in 2015, and successfully repaired a residential home with severe structural (foundation) damage.
- Aquadation was selected by the prestigious "Plug and Play" incubator in Silicon Valley to be third out of 25 companies admitted in their Spring 2016 IoT incubator program, out of over 800 IoT startup company applicants. <http://plugandplaytechcenter.com/corporations/internet-of-things/>
- Aquadation merged with a leading foundation engineering company in August 2016.

## **GENERAL MANAGER OF THE RESEARCH VALLEY INNOVATION CENTER (TECHNOLOGY STARTUP INCUBATOR AND ACCELERATOR)**

*Research Valley Partnership, Inc., College Station, Texas*

*2009 - 2010*

- Provided strategy and technology commercialization consulting services to over 50 technology startups from the Texas A&M University ecosystem. Identified and sought initial funding from various sources (e.g. SBIR, Texas Emerging Technology Fund, angel investors, VCs, private equity funding, etc.) and provided business accelerator services.
- Conceived and implemented the "International Gateway" accelerator program, which received the 2011 "Excellence in Economic Development Award" in the category of Responding to Globalization for communities with populations of greater than 500,000 from the International Economic Development Council (IEDC).

## **PATENT BROKER / CO-FOUNDER & VICE PRESIDENT OF BUSINESS DEVELOPMENT**

*IP Knowledge Ventures, Inc. (dba IP Tactics), Austin, Texas*

*2007 - 2009*

- Screened large patent portfolios (62,000+ patents) for commercialization and litigation "gems" using the Innography platform (first paying customer of Innography in 2007). Calculated patent portfolio valuations utilizing market data, Monte Carlo simulations, decision trees and sensitivity analysis tools.
- Created commercialization or litigation business plans and valuations for 13 patent portfolios.
- Presented the portfolio of 13 "ready-to-fund" patent acquisition deals to hedge funds, VCs, investment banks and private equity groups in order to raise a \$15 million equity investment into IP Knowledge Ventures. Projected risk-adjusted value of the portfolio was \$198 million after seven years (13X Return).
- Developed patent portfolio litigation and commercialization strategies for Jarg Corp. v. Google in the ED of TX (with Vinson & Elkins), which resulted in a \$25 million settlement by Google.
- Formed a partnership with Collier IP Capital in Fall 2007 and submitted an \$18 Million bid on a Nokia patent portfolio made up of 290 issued and pending wireless technology patents. Developed complete commercialization plan for the Nokia portfolio that was to generate \$200 Million in gross revenues over 8 years.

## **PATENT COMMERCIALIZATION CONSULTANT**

*Hakim Ventures, LLC (dba Hammersmith Ventures), Austin, Texas*

*2003 - Present*

- Developed patent portfolio commercialization strategies for Applied Materials senior executives (CFO, EVP) over a ten month period. AMAT was seeking to license its technologies and patents to biotech and nano-tech startups.
- Advised the Trident Growth Fund in Houston for 15 months regarding a series of patent and trademark acquisitions and transactions. Performed the trademark valuation analysis that supported the sale of the Curtis Mathes trademark for \$15 million.
- Successful inventor with 26 issued and pending US patents in the domains of Internet of Things (IoT), machine learning, GPS navigation systems, data networking, software business methods and construction technologies (please see the attached summary of patents).

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## **ASIA REGIONAL DIRECTOR OF NETWORK CONSULTING**

*Accenture, Kuala Lumpur Malaysia*

*2000 - 2003*

- Established and led Accenture's network consulting practice for its Communications & High Tech Market Unit in Asia. Supported all network proposals and engagements in 15 Asian countries.
- Provided business strategy and network technology consulting services to C-level executives at Sing-Tel, Telekom Malaysia, Time Telekom, China Railcom, Malaysian Ministry of Defence and MAMPU (Malaysian Prime Minister's Office).
- Responsibilities included service offerings development, regional account planning, sales support, training development and implementation for 750 consultants, proposal development, project reviews and quality oversight, opportunity pipeline tracking, relationship management and communications with senior client and Accenture executives.

## **SENIOR MANAGER - GOVERNMENT NEW BUSINESS MODELS AND CHT VENTURES & ALLIANCES**

*Accenture, Austin, Texas & San Jose, California*

*1997 - 2000*

- Co-founded the Accenture Managed Education Network service offering, a patented IT environment for K-12 schools based upon a flat cost-per-student-per-year business model (1997-1999).
- Co-founded Accenture's Communications & High Tech New Business Models Group that provided consulting services to over a dozen startups while simultaneous screening the companies for potential investments from Accenture Technology Ventures (1999-2000).
- Served as Accenture's liaison to Cisco Systems (1999-2000) responsible for identifying and assessing joint venture opportunities, formulating preliminary business cases, and proposing joint venture partnership structures.
- Managed Accenture's Communications & High Tech market unit patent portfolio (500+ patents) from 1999-2003.

## **MANAGER - NETWORK SOLUTIONS GROUP**

*Accenture, Dallas, Texas*

*1993 - 1997*

- Data network and telecommunications infrastructure design and implementation expert.
- Clients included Hoechst Celanese, US Air Force, Tenneco Business Systems, and Revlon.
- Lead network architect and project team leader for Accenture's Integrated Maintenance Data System (IMDS) proposal and project for the US Air Force - a \$75 million IT integration project.
- IMDS won the 1997 U.S. Federal Government Agency Award for Excellence by Government Computer News, and was nominated for the 1998 Computerworld Smithsonian Award.

## **SENIOR NETWORK CONSULTANT**

*SHL Systemhouse, Dallas, Texas*

*1992-1993*

## **COMPUTER SYSTEMS DESIGNER**

*NASA (Martin Marietta Manned Space Systems), New Orleans, Louisiana*

*1990-1992*