

## Thomas J. Drury, Jr.



**Summary:** Tom Drury is a seasoned CEO level executive with broad experience in early stage information technology company settings. He is best suited, and has a history of significant accomplishment, in a start-up, turnaround or change agent role where his skills in management, strategic business development and capital formation are best deployed.

**Engagement Goal:** CEO, or CEO/ Founder mentoring role of an early stage information technology business with revenues in the \$2.0 - \$10.0M range; Board of Directors roles, providing mentorship, guidance and active oversight of promising, but developing businesses and CEOs.

**Current and Prior Industry Boards:** Ben Franklin Technology Partnership, Advisory Board Member 1998-2002; Greater Philadelphia Venture Capital Group, Director 2002-2003; New Jersey Economic Development Authority, Technology Loan Program, Advisory Board Member since 1999; New Jersey Technology Council, Director 1998-1999, and Chair Venture Capital Industry Track; CEO Council for Growth – Advisory Board Member – Commercialization Group - current

**Education:** St. Peter's College, Jersey City, NJ. B. S. Computer Sciences. Graduated Cum Laude.

**Thomas J. Drury, Jr.**  
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**Technology – Industry Expertise:** healthcare IT; biometric security; access control security; computer vision, and all aspects of video, image and character recognition; digital imaging technologies; logistics industry automation, in particular mobile computers and WMS, etc.; information technology hardware design and manufacture, particularly of hardware products with significant imbedded software content; voice processing, in particular speech recognition and high capacity voice response systems; document imaging and image processing; telecommunications.

**Skills:** business development, in particular formation of strategic distribution partnerships; raising capital for start-up through expansion stage businesses, particularly angel, venture capital and PIPE financings - maintains deep and long standing angel, venture capital and investor relationships within the Greater Philadelphia region; university based sponsored research; commercialization of federally funded research; establishment and management of technology incubators; commercial real estate development; facilities design and construction management.

**Career Experience:** CEO, Viocare, Inc. 2011-2013; CEO, South Jersey Technology Park @ Rowan University, Inc., 2007 – 2010; President & CEO, Voxware, Inc., 2004 - 2006; Partner, Chief Operating Officer, BaseCamp Ventures, L.L.C., 2000 – present; President & CEO, Sensar, Inc., 1994 – 2000; President & CEO, Micro Dynamics, Ltd., 1993-1994; President & CEO, Urix Corporation, 1990 - 1992.

### Career Accomplishments

*As CEO of Viocare, Inc.*, refocused the business around the core competencies of the management team and the company's intellectual property; developed a comprehensive business plan and go-to market strategy; reorganized the company, repositioned and launched a new product offering focused on an emerging healthcare opportunity; closed a Series A venture financing.

*As CEO of SJTP, Inc.*, secured \$15M of financing for the design and construction of the 1<sup>st</sup> building of a master planned 25 building university research park. Engaged and directed architecture, civil engineering, construction management and commissioning resources, completing the 50,000 sq. ft. project on time and under budget. Completed 100% lease-up of the facility. Developed and began implementation of a plan for the research park's second facility, a 75,000 sq. ft. research center budgeted @ \$20.0M.

*As CEO of Voxware, Inc. (NASDAQ)*, restructured the business producing the first operating profit in the company's history. Secured \$8.6M new financing (PIPE) at a five-fold valuation increase over prior round. Developed and launched a break-out market strategy to position the company for market growth leadership through strategic alliances with Symbol (Motorola) and LXE.

*As Founder and CEO of Sensar, Inc.*, raised \$40M through multiple venture capital financings for development of a revolutionary security product. Built a world-class product development organization and launched a series of products for banking and web user authentication applications. Successfully merged Sensar with IriScan, Inc. Successor company acquired by L1 Identity Solutions, Inc.

*As CEO of MicroDynamics, Inc.*, restructured the business, returning the company to profitable operations within the first quarter of tenure. Successfully negotiated and closed new equity and debt financing, recruited and hired a replacement CEO. Increased venture investors' valuation 500% in a 12-month period. Company successfully sold to DocuCorp.

*As CEO of Urix, Inc.*, organized and led management buy-out. Secured new revenue and bridge financing, completed development of new, micro-computer-based product in nine months. Negotiated and closed the sale of the company to Syntellect, Inc. Venture investors realized a 25% ROI.

