

Thomas W. Harold

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Experienced Founder with a demonstrated history of success in multiple industries. Strong business development professional skilled in Negotiation, Marketing Management, Medical Devices, Team Building, and Strategy Execution. Proven ability to achieve corporate goals despite limited resources. Skilled at getting things done through people. Solid business understanding that provides a base for high quality decisions and effective risk management.

CORE COMPETENCIES

- Business development, M&A, strategic and consultative selling
- Creating high performance work teams
- Financial Stewardship
- Superior business acumen that facilitated positive results across industries (medical device, consumer packaged goods, high technology eBusiness, human development), types of businesses (manufacturing, service, consulting), and geographies (the Americas, Europe, and Asia)
- First mover/Innovator

CAREER ACHIEVEMENT EXAMPLES

- Led technology company to a value of \$200m in just three years Built 4th largest new media company in the world in just two years
- Led multi-billion \$ CPG company's fastest new product development effort ever
- Negotiated and lead integration of 7 acquisitions, 18 strategic alliances, 2 mergers, and 3 divestitures
- Raised \$3M in Institutional investment at a valuation of \$209M
- Raised \$11m in private funds at valuations ranging from \$40m to \$100M
- Negotiated conversion of \$8M in debt to equity
- Inventor or co-inventor of 6 medical technology patents
- Created the first device approved in the world using neuromodulation for treating blindness-causing diseases
- New medical device technology and innovation speaker/presenter at more than 39 conferences in 16 countries

PROFESSIONAL EXPERIENCE

2022-PRESENT

Co-Founder & CEO, NeuroGlove, LLC

Medical Device Company with a therapy for accelerating healing/recovery from neurological disorders including stroke, traumatic brain injury and parkinson's

2020-PRESENT

Chairman of the Board Aurora Concussion Therapy Systems, Inc.

Medical Device Company "incubated" at the University of Minnesota using near infrared technology for treating acute concussions and traumatic brain injury

- Brought in initially as an advisor and then accepted the position of Chairman after four months.
- Refreshed business plan
- Built team of advisors, with all of them agreeing to initially work for stock options vs. cash
- Identified contract manufacturer and negotiated prototype and engineering development in exchange for equity vs. cash
- Re-evaluated and adjusted regulatory pathway to focus initially on moderate to severe TBI cases and to leverage the company's FDA breakthrough designation
- Created investor packages including legal and other offering documents

2020

CEO, BV INVESTCO

Medical Device Investment Holding Company

2019-PRESENT

Executive Advisor, Strategic Source, Inc. & Expense Edge

Consulting companies providing Profit Improvement, Spend management, Cost Recovery, and Risk Mitigation Solutions for more than twenty years to 1,200+ client sites across North America

- Expanded firm's reach from auto dealerships to consumer packaged goods, electronics manufacturing, banking, retail, and other industries
- Helped develop proprietary tools for optimizing Spend management, supplier ecosystems, cost reduction, time management and profitability with a subscription based program

2019

CEO, Braincheck Medical

Medical Device Concussion and Traumatic Brain Injury Diagnostic and Recovery Monitoring Company

- Built team, wrote business plan, raised investor dollars, and expanded IP

2002-PRESENT

Founder & CEO, Biovisics Medical, ScyFIX

Medical Device Company

- Developed first CE MARK commercially approved neuromodulator for treating blindness-causing diseases facilitating revenue generation in more than 20 countries
- Inventor or co-inventor of five patents using electricity, light, and/or infrasonic energy
- Initiated and Managed FDA guideline compliant clinical trials in Europe and Asia
- Coordinated KOLs presenting positive clinical trial results at major ophthalmic conferences
- Restructured company bringing in new CEO and top Medical Device, Pharma, Neuromodulation, and Ophthalmic talent

2019-PRESENT

Member, Venture Center Business Advisory Board, University Of Minnesota

1996–2001

Founder, President & CEO, Ipires, Ltd

Multi-national Internet Professional Services Firm

- Built company from a one person consultancy (Dillon New Media Corporation) to a multi-national firm in less than 2 years through both organic growth and acquisition
- Created multiple revenue streams: web development, hosting, IT Consulting, ASP/CRM products, eLearning, eCommerce, and eMarketing
- Developed the most successful on-line traffic building program for any company, any industry (3M Post-it-Notes)
- Grew business to a run rate of \$25 million with 300 professionals in 11 offices (4 in North America, 7 in Europe)
- Achieved pre-IPO capitalization of \$209 million
- Established a leadership position in the development of technology based selling programs
- Innovated and developed the industry leading competitive intelligence Intranet for Motorola
- Clients included Motorola, Sprint, 3M, US Bank, Wells Fargo, Medtronic, Warner Lambert, Jostens, Glaxo Welcom, Den Norska Bank, Orkla, Radisson SAS , M&M Mars, Anheuser- Busch, Ralston Purina, Boeing, Best Buy, Reliant, Blue Cross Blue Shield among others

1996

Executive Vice President, Netradio Network

First and largest Internet multi-media broadcast network

- Established significant strategic relationships: AT&T, MCI, IBM, Musicland, Radio Aahs, DEC, Microsoft, General Motors, Nordic Track, and Imation, among others.
- Prime-moved multiple revenue streams: advertising, licensing, bounties, software retail, and virtual retail.
- Negotiated International licensing agreements in over 16 countries.
- Managed PR campaign gaining exposure on NBC, Jones cable, PBS—as well as articles in all major business, marketing, music, and computer magazines.
- Speaker/presenter at Spring Internet World, and the Internet and Electronic Commerce Expo.

1995–PRESENT

Member, Marketing Department Advisory Board, University Of Wisconsin-Eau Claire

School of Business

1993–1996

Senior Vice President and Principal, Roth Graham, Inc.

National target marketing and database management firm.

- Increased client base by 300% after only 8 months.
- Leveraged firm's capabilities into new industries: cosmetics, consumer packaged goods, fitness equipment, computer hardware and software, medical products.
- Improved productivity by reorganizing the staff and implementing procedural changes that resulted in a 20% reduction in monthly operating expense.

1991–1993

Vice President of Sales and Marketing, A & G Engineering, Inc.

Multi-national Industrial engineering firm

- Diversified client base to include: banking, food, travel, hospitality, and defense.
- Generated a 50 percent increase in sales with economy in recession.
- Grew professional staff 30 percent due to business increase.
- Converted over 90 percent of proposals into projects.

1989–1991

Director of Marketing, Wilson Learning Corporation

The largest business training company in the world.

- Increased sales 16 percent to \$65 million despite industry downturn.
- Extended number one share position internationally with sales growing at 40 percent per year.
- Strengthened distributor network by replacing marginally performing companies.
- Developed inventory management policy that reduced warehousing costs by 35 percent.
- Shortened cycle time for new product development from 18 months to 6 months.
- Created global pricing policy.
- Provided new sales strategies that increased annual sales per account manager from \$400k to \$500k.
- Negotiated eight successful strategic alliances which improved stature, opened markets, increased contract size and ensured “leading edge” product development.

1980–1988

Financial and Marketing Management, General Mills / Pillsbury

- Directed Green Giant, Vandekamps, and Pillsbury Microwave brands; sales for the largest brand exceeded \$100 million with advertising and promotion budgets of \$20 million.
- Reduced promotional spending by 25 percent, yet exceeded sales plan by 12 percent
- “Turned around” Pillsbury Microwave Pancakes from going out of business to the number one share position.
- Maintained number one share of the frozen microwave popcorn segment while being outspent 3:1
- Identified and managed profit improving programs, saving \$10 million annually.
- Directed fastest new product development effort in Pillsbury’s history.
- Designed Pillsbury’s Training and Development program for marketing.
- Recommended and coordinated successful divestiture of Vandekamps Mexican products.
- Managed \$20 million in administrative budgets to within \$1,000 two years in a row.
- Implemented a computerized budgeting system that was adopted for use by all GMI divisions.
- Developed GMI’s standard costing system for the contract manufacturing plants.
- Ensured the integrity of all divisional financial control systems, leading to the lowest incidence of error of all GMI divisions.

EDUCATION

- MBA Marketing Management – University Of Minnesota, Carlson School Of Management, 1984
- BBA Finance – University Of Wisconsin – Eau Claire, 1980