

GARY E. SCOGGINS

EXECUTIVE PROFILE

- Substantial start-up experience across multiple industry segments
 - Proven success in strategic planning, business development and commercialization
 - Adept at moving businesses from concept to market reality
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PROFESSIONAL ACCOMPLISHMENTS

Chairman, CEO and Co-Founder

EnerSysNet LLC, San Diego, CA

2009 to present

An early stage renewable energy company.

- Recruited and organized the founding executive team
- Identified and acquired the necessary technologies to achieve success in the market
- Led all business development and investment efforts for the company

Executive Director and Co-Founder

Decision Sciences Corporation, San Diego, CA

2005 to 2009

A homeland security software and technology company.

- Wrote the business plan resulting in \$18M in private funding
- Successfully negotiated a Cooperative Research & Development Agreement with the Los Alamos National Laboratory, leading to DSC's exclusive global license for Muon Tomography
- Negotiated and managed a representation relationship with Ridge Global, LLC

President and Founder

Choc Élan, LLC, Issaquah, WA

2002 – 2005

A critically acclaimed artisan chocolate company.

- Identified an underdeveloped market niche, formed and led the company
- Conceptualized and launched two product lines delivering 55% operating margins
- Created a positive cash flow position in the first year of operation

Director, Corporate Accounts

Spacelabs Medical, Inc., Redmond, WA

2000 – 2002

A leading provider of physiological vital signs monitoring equipment and services.

- Achieved 125% of the sales plan to companies including Wal-Mart, Kmart and Winn-Dixie
- Signed contracts for over 2,500 locations with an annualized value exceeding \$2 million
- Managed the corporate client relationships for a nationwide 11,000-location Vita-Stat network

EDUCATION

Southern Technical Institute, Atlanta, GA.

Electrical Engineering/Telecommunications – Completed two years coursework

University of Alabama in Huntsville, Huntsville, AL

Business Management – Completed two years coursework