

L. JOHN HOOVER, Ph. D., PMP^{®1}

- Solution Development
 - Evaluated knowledge management (KM) solutions (e.g., Intel, AMS, IBM, Compaq) and KM technologies (e.g., Autonomy, Sequoia, Semio) for IT consulting firm.
 - Developed and implemented unique, proven process for developing KM solutions.
 - Assisted in developing KM approach to expedite regulatory compliance/clean-up.
 - Evaluated and assisted in implementing business intelligence solution (e.g., Oracle, Hyperion, Cognos, CorVu, Gentia, MicroStrategy) for atop ten” financial institution.
 - Applied knowledge management best practices to develop pattern recognition approach for improving equipment maintenance.
 - Developed and managed nationally recognized Technology Assessment capability for contract research organization.
 - Developed Decision Science (multi-attribute utility theory) capability and group.
- Management Leadership
 - Helped organized, develop and ultimately led management team that built consulting practice serving electric utilities and chemical industry.
 - Management responsibility for firm-fixed price \$15 million engineering database project that achieved largest project fee ever attained by company.
 - Member of start-up leadership team that launched several successful enterprises (Semper Technology, SiteWorks).
 - Member of leadership team that developed new approaches for commercializing technology developed by government laboratories.
 - Identified concept and need for Technology Connection (TechCon) Program to bring innovative private sector technology to clean-up of government sites.
 - Served as Director for Equipment Monitoring/Diagnostic Center for utility industry.
- Marketing/Sales
 - Leader and member of management team that grew ATESI, a subsidiary of PRC/Advanced Technology from \$1 million to \$30 million in seven years.
 - Identified market for, developed partnerships and built Business Intelligence and Knowledge Management business base.

¹ Project Management Professional (PMP) is a registered trademark of the Project Management Institute (www.pmi.org)

- Marketed and led multi-million dollar collaborative assessment of coal technologies.
- In 6 month timeframe established new accounts with major brand name financial institutions: Citibank, American Express.
- Built independent consulting practice. Clients included: DynCorp, Argonne National Laboratory, Jacobs Engineering, Foster Wheeler.
- Business Strategy
 - Developed a utility industry business strategy that leveraged the firm's government experience. Initial emphasis was training program development, but then diversified their business base to include engineering and information technology services.
 - Developed business plan/strategy for selling IT services to financial institutions.
 - Developed eBusiness strategy for Aris Corporation to serve financial planners, accountants and lawyers.
 - Built field analytics' business based on Tuft's University/Department of Energy instrumentation technology.

PROFESSIONAL CHRONOLOGY

| | | |
|--------------|---|---|
| 1999-Present | Director Knowledge Management and Vice President | CMS/Phase2e |
| 1993-1 999 | Business Consultant | Enterprise Innovations |
| 1982-1990 | Center Manager, Vice President and President | ATESI-subsiary of Advanced Technology/PRC |
| 1980-1 982 | Manager and Vice President | Energy Impact Associates |
| 1968-1 980 | Engineer, Environmental Manager and Associate Division Director | Argonne National Laboratory |

EDUCATION

- B.S. cum laude, Engineering Mechanics, Pennsylvania State University (1964)
- Ph.D. Nuclear Engineering, Pennsylvania State University (1968)
- Courses in systems analysis, management and economics at Northwestern University.
- Project Management Professional (PMP®), Project Management Institute.

ADVISORY ROLES

- Penn State Industrial and Professional Advisory Council (1997-1999).
- Department of Energy Task Force on Technology Deployment (1998-1999).
- International Institute of Applied Systems Analysis (IIASA) multi-country assessment of development issues.
- National Academy of Science Panel on conflicts/impacts arising from

- technology use (1978).
- Board of Directors of the National Foundation for Energy Education (1999).

L. John Hoover. 2521 Penny Royal Lane • Reston, VA 20191
• (703) 476-4835 • Mobile (703) 795-2167 • email: LjHoover@ix.netcom.com