

Dr. HARRY YUKLEA

5/2, Arlozorov st.
Kfar Sava 44453, Israel
(H) +972.9.7670537
(M)+972.54.4834543
Email: harry@yuklea.info
harryy@mscc.huji.ac.il

website: www.yuklea.info

Current positions	* Director, ASPER Center for Entrepreneurship, HUU * Independent Management Consultant
Date of birth	23 August, 1953
Place of birth	Iasi, Romania
Nationality	Israeli, 1978
Marital status	Married and father of Karin and Liora
Languages	English, Hebrew, Romanian, French

EDUCATION:

2002-2006

PhD in Business Management (Entrepreneurial Finance)

The Hebrew University - Jerusalem, Israel

1999

Senior Executives Forum Program

IMD Lausanne, Switzerland

1996-1997

MS in Management

Boston University

1984

Postgraduate Program (Computer Networks)

Tel Aviv University, Israel

1972-1977

MS in Electronics Engineering

Technical University "Gh. Asachi" of Iasi, Romania

WORKING EXPERIENCE:

Jan. 2002 – present
3Angles
Managing Partner

2006 – present
BacSoft
Non-Executive Director

2003 – 2006
OptoSTORAGE
Chief Executive Officer

2000 – Dec. 2001
SNAPshield Ltd.
Tel Aviv, Israel
Chief Executive Officer

3Angles is a partnership of seasoned professionals, assisting managers in the fields of business development, market positioning, finance and related corporate services.

BacSoft is a leading provider of industrial automation remote monitoring and control (M2M) wireless solutions. In addition to the regular Board Member duties I function as active coach to company's CEO.

OptoStorage is a young startup that developed a genuine, patented, non-volatile optical memory technology for mobile applications such as cameras, phones and more.

Answering to Founders and Shareholders request, changed positions from Board Member to **CEO** in order to lead the migration of the company from **start-up to self-financed**, positioned for growth operation. During my term, SNAPshield experienced a major metamorphosis and reorganization, becoming P/L break-even, increasing yearly sales by a factor of four and creating **\$4M** sales backlog for the subsequent year.

1999 – 2000
ISAL Investments and XOsoft
Tel Aviv, Israel
Consultant, VP, Board Member

Served as *Vice President of ISAL Investments*, as well as *Executive* and *Board Member* in several start-up companies.
Responsible for identifying opportunities, executing due diligence and recommending the investment in high tech companies.
Active Director in the Board of SNAPshield.
Chief Officer of Marketing and Business Dev. at XOsoft.

1997 - 1999
Sapiens International Corp.
Rehovot, Israel
Executive Vice President,
Business Dev. and Marketing

Member of Management Board with ministerial responsibility over *M&A, strategic alliances, strategy* and *Corporate Marketing* planning and implementation. Executed a number of acquisitions in France, Germany, Israel and US. Developed relationships with the *European Union* including joint projects funded by EU.

1993-1997
**Lannet Ltd.
and Madge Networks Ltd.**
Tel Aviv, Israel
Vice President, Business Dev.

Organizing and directing Business Activities at Corporate level.
Initiated and implemented a series of strategic relationships with companies like: *AT&T (Lucent), Olivetti, and Matsushita*. In 1995, BD accounts generated *10%* of LANNET revenues.
Managing a team of six senior managers responsible for different BD projects in *US, Europe* and *Asia*.
In January 1996, Madge Networks Ltd. acquired LANNET.

1992-1993
Fibronics Ltd.
Haifa, Israel
Director, Business Development.

Responsible for *OEM, Strategic Alliances* and *Joint Ventures*.
Successful penetration of Japanese Market, through alliances with *Nichimen* and *Hitachi*; launched a *new operation* (MAVIX) in cooperation with Bitfield (Finland) in the field of multimedia.

1990-1992
Fibronics Ltd.
London, UK
European Mrkt. and Sales Support
Manager.

Relocated to *London*.
Establishing a pan-European entity with Marketing and Sales Support of Fibronics regional operations responsibilities.
Developing business relations with *trans-national* European corporations like *Olivetti, Memorex* and *ESA*.

1988-1990
Fibronics Ltd.
Haifa, Israel
FDDI Product Line Manager

In charge with *business planning, product specification*, R&D and engineering *project control* as well as *product rollout, market penetration* and *consolidation* of FDDI products. During this period, Fibronics repositioned itself from a Fiberoptic Multiplexers provider as an FDDI leader.

1979-1988
IAI Ltd.
Tel Aviv, Israel
Manager, Distributed Data
Systems.

Responsible for *computer networking strategies* at IAI's Engineering Division, one of the largest and most complex computing systems in Israel. Design and implementation of EDAN, a computer network serving 6 Computer Centers, 1500 terminals, CNC machines, industrial robots, etc. Computers in use: CDC, DEC, GOULD, IBM, DATA GENERAL, HP, TEKTRONICS, SUN. Managing a 15-member team.

1977-1978
Technoton
Iasi, Romania
Prototype Line Engineer.

Responsible for *prototype design* and production *technology* at Technoton (Romania), a general-purpose electronic equipment factory.

ACADEMIC VITAE:

Research Fields:	Entrepreneurial Finance, Economics of Innovation, Firm Theory
Research Programs:	STE (Technion), RICAFE (EU), CEPR
Academic Awards:	Rosenfeld Prize for Research in Innovation and Entrepreneurship International Finance, 2004
Academic Publications:	Available upon request