

Dr. HARRY YUKLEA

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5/2, Arlozorov st.	Date of birth	23 August, 1953
Kfar Sava 44453, Israel	Place of birth	Iasi, Romania
(H) +972.9.7670537	Nationality	Israeli, 1978
(M)+972.54.6106491	Marital status	Married and father of Karin and Liora
harry@yuklea.info	Languages	English, Hebrew, Romanian, French
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PRESENT POSITIONS:

Academic:

Visiting Professor, Michigan State University
Teaching Fellow, Hebrew University of Jerusalem, Israel
Visiting Professor, Technical University of Crete, Greece

Practice:

Independent Management Consultant
Co-founder, Quantum China Israel Investments, China
Board Member, Swarajsecutech - Ahmedabad, India

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

PUBLIC ASSIGNMENTS:

- Member of Investment Committee, Israel Innovation Authority, Israel (2017 – present)
- Advisory Board Member, iCreate, India - www.iCreate.org.in (2012 – present)
- Committee Member, Prime Minister of Israel Prize for Entrepreneurship and Innovation (2010 – 2016)
- Co-Chairman, Global Entrepreneurship Week in Israel (2010 – 2011)
- Country Coordinator, RICAFE II (EU), (2004 – 2009)

WORKING EXPERIENCE:

Jan. 2002 – present
**Independent Management
Consultant**

A recent partial client list includes:

- Government of Buenos Aires, Argentina
- Technology Bureau, Jinan Government, Shandong, China
- China - Israel High-tech Park, Datong, China
- Israel Innovation Authority, Israel
- The National Economic Council at Israeli PM Office
- Startup Nation Central, Israel
- EUREKA, EU
- The Israeli Foreign Ministry
- Chief Scientist, Government of Israel
- United Nations Economic Commission for Europe, EU
- Intra American Development Bank (IADB), USA
- IEICI
- UEFISCDI, Romania

2016 – present
QCII
Co-founder

QCII is a Chinese firm specialized in facilitating use of Israeli technologies by Chinese industrial partners using a business cooperation methodology specially developed for this purpose.

2006 – 2007
BacSoft
Non-Executive Director

BacSoft is a leading provider of industrial automation remote monitoring and control (M2M) wireless solutions. In addition to the regular Board Member duties I functioned as interim Board Chairman during company's recapitalization process.

2003 – 2006
OptoSTORAGE
Chief Executive Officer

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

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

At the request of Founders and Shareholders took over the position of **CEO** and lead the company migration from **start-up to self-financed**, operation. During my term, SNAPshield became break-even, increasing yearly sales by a factor of four and securing **\$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.

<p>1997 - 1999 Sapiens International Corp. Rehovot, Israel Executive Vice President, Business Dev. and Marketing</p>	<p>Member of Management Board with ministerial responsibility over <i>M&A, strategic alliances, strategy</i> and <i>Corporate Marketing</i> planning and implementation. Executed a number of acquisitions in France, Germany, Israel and US. Developed relationships with the <i>European Union</i> including joint projects funded by EU.</p>
<p>1993-1997 Lannet Ltd. and Madge Networks Ltd. Tel Aviv, Israel Vice President, Business Dev.</p>	<p>Organizing and directing Business Activities at Corporate level. Initiated and implemented a series of strategic relationships with companies like: <i>AT&T (Lucent), Olivetti, and Matsushita</i>. In 1995, BD accounts generated <i>10%</i> of LANNET revenues. Managing a team of six senior managers responsible for different BD projects in <i>US, Europe</i> and <i>Asia</i>. In January 1996, Madge Networks Ltd. acquired LANNET.</p>
<p>1992-1993 Fibronics Ltd. Haifa, Israel Director, Business Development.</p>	<p>Responsible for <i>OEM, Strategic Alliances</i> and <i>Joint Ventures</i>. Successful penetration of Japanese Market, through alliances with <i>Nichimen</i> and <i>Hitachi</i>; launched a <i>new operation</i> (MAVIX) in cooperation with Bitfield (Finland) in the field of multimedia.</p>
<p>1990-1992 Fibronics Ltd. London, UK European Mrkt. and Sales Support Manager.</p>	<p>Relocated to <i>London</i>. Establishing a pan-European entity with Marketing and Sales Support of Fibronics regional operations responsibilities. Developing business relations with <i>trans-national</i> European corporations like <i>Olivetti, Memorex</i> and <i>ESA</i>.</p>
<p>1988-1990 Fibronics Ltd. Haifa, Israel FDDI Product Line Manager</p>	<p>In charge with <i>business planning, product specification</i>, R&D and engineering <i>project control</i> as well as <i>product rollout, market penetration</i> and <i>consolidation</i> of FDDI products. During this period, Fibronics repositioned itself from a Fiberoptic Multiplexers provider as an FDDI leader.</p>
<p>1979-1988 IAI Ltd. Tel Aviv, Israel Manager, Distributed Data Systems.</p>	<p>Responsible for <i>computer networking strategies</i> 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.</p>
<p>1977-1978 Technoton Iasi, Romania Prototype Line Engineer.</p>	<p>Responsible for <i>prototype design</i> and production <i>technology</i> at Technoton (Romania), a general-purpose electronic equipment factory.</p>

ACADEMIC VITAE:

Research Fields:	Entrepreneurial Finance, Economics of Innovation, Policy Design
Research Programs:	STE (Technion), RICAFE (EU), CEPR
Academic Programs:	Minor in Entrepreneurship, Michigan State University, USA Master in Technology & Innovation Management, TUC, Crete (Director) Entrepreneurial Policy Design Program, UDESA, Argentina (Director) e.Xplore® , e.Xcellence® , e.Xpert® , e.Xcert® , Technion (Director) eX4AC program for academics, Technion/SUC (Director) STEP International Startup Summer Camp, Technion (Director) IESP International Summer School, Technion (Director) SUC International Summer Camp, Technion (Director) JEC, Hebrew University of Jerusalem (Director)
Academic Awards and Grants:	Rosenfeld Prize for Research in Innovation and Entrepreneurial International Finance, 2004 SNI Grant STE-WP-29, 2005 EU Grant HPSE-CT-2002-00140 EU Grant CIT5-CT-2006-028942
Academic Publications:	<i><u>A Panorama of the Israeli Software Startup Ecosystem (March 1, 2014), SSRN: http://ssrn.com/abstract=2441157</u></i> <i><u>VC Funds : Aging Brings Myopia, JFQA Vol. 46, No. 2, Apr. 2011, pp. 431–457</u></i> <i><u>An Integrated Approach to VC Financing Policy: “The Plumber’s Model of Entrepreneurial Finance”, RICAFE2 WP-078, 2009</u></i> <i><u>VCx - an Experimental Investigation of VC Myopia, WP, 2007</u></i> <i><u>Startup Funding Inefficiencies due to VC’s Limited Horizon, SNI STE-WP-29, 2005</u></i> <i><u>VC’s Limited Horizon as a source of Inefficiencies, RICAFE WP-017, 2005</u></i> <i><u>An FDDI Overview: Some Questions Answered, North-Holland, Computer Networks and ISDN Systems 19 (1990,) 228-232</u></i>
Teaching Experience:	<ul style="list-style-type: none">• “Entrepreneurial Finance and VC funding”, HUI MBA, 2007-2011• “Entrepreneurial Finance” HUI E-MBA, 2010• PhD workshop in Entrepreneurial Finance, Technion, 2009• “Entrepreneurial Finance and VC world”, Technion MBA, 2009• “Entrepreneurial Finance and VC world”, TAU I-MBA, 2010-2014• “Economics of Innovation” ORT-U Montevideo, 2011-2017• “Entrepreneurial Finance and VC world”, Bar Ilan University MBA, 2011 & 2017• “Business Entrepreneurship”, Haifa University MBA, 2011-2012• “Economics of Innovation”, Technion, 2012-2015• “Entrepreneurial Finance”, Technion, 2012-2015

- "Graduation Project : Global Business", Technion, 2009-2014
- PhD workshop in Economics of Innovation, UAIC Romania, 2014
- Workshop in Entrepreneurship, IITGN India, 2015
- "Innovation Economics and Entr. Finance", IITGN India, 2016
- "Innovation Economics and Entr. Finance", PDPU India, 2016
- "Entrepreneurship Policy Design", UDESA Argentina, 2017
- "Innovation Economics and Entr. Finance", TUC Greece, 2017 - present
- BUS190, FI 491, Michigan State University USA, 2018 – present
- Ideation Workshop 73533, HUJI, 2018 - present

Invited Lectures:

- Entrepreneurial Finance - Bridging Theory and Practice
- Is entrepreneurship only the entrepreneurs business?
- Spelling "Entrepreneurship" in Hebrew - why replicating the Israeli experience won't always work.
- Sustainable Entrepreneurial Capital Formation
- Shall EU Universities care about Entrepreneurial Capital?
- Economics of Innovation for Policy Makers
- Innovation Networks in European landscape
- Thoughts & Wisdom from a Start Up Nation
- Building a Next Gen Enterprise
- Academic Activism and the Global Entrepreneurial Ecosystem
- Leveraging Technology to accelerate Development of a Nation
- Disruptive Technologies and Economic Development
- Technion Experience in SU Incubation
- The Startup Nation and Beyond
- Innovation & Entrepreneurship as Growth Engine in Modern Economies
- Next Frontiers in Innovation & Entrepreneurship
- Entrepreneurial Finance Basics
- Is Rainbow the new Black?
- The "Startup Nation": a miracle or coincidence?
- "Entrepreneurial Clouds" model
- "Entrepreneurial Clouds" and Academic Activism
- Living and Creating Value in the "Entrepreneurial Clouds"
- Desafíos y Oportunidades para Emprendedoras, una Perspectiva Israelí
- Emprender ya no es suficiente. Pistas para triunfar en un mundo hiper competitivo