

PATRICK T. O'CONNOR

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SUMMARY

My career is distinguished by a history of success in starting, building, growing and improving the profitability, performance and valuation of companies. A strategic creative thinker who focuses on unique solutions to produce bottom line results with notable revenue generation. Analyzes situations to synthesize innovative solutions. Purposely pursues a broad spectrum of industries to make a significant impact. Introduces new technologies, grows and improves the profitability and performance of companies. I have extensive international experiences and adapted through a breadth of job functions from the shop floor to the executive suite. Throughout it all, I believe I retained my entrepreneurial edge for success.

SKILLS INVENTORY AND ACCOMPLISHMENTS

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| Strategic Planning & Leadership | Joint Ventures & Acquisitions |
| Global Market Development | Sales and Marketing Organization |
| Start-ups and Turnarounds | Strategic Partnerships |
| Technology Transfer & Commercialization | Financial & Budget Management |
| Revenue Enhancement | Entrepreneurial Gumption and Leadership |

SELECTED ACCOMPLISHMENTS

- Built Japanese company's American division from a start-up to a mature \$175MM within 13 months. Spearheaded \$157M acquisition and positioned Hoya Lens of America as the 2nd largest optical lab system the USA.
- Spearheaded high-profile campaign to introduce the “Transitions” photochromic lenses. Generated \$20MM in year one (exceeding goal 33%) and drove revenue growth to \$200MM by the second year, growing joint venture from 2-person start-up to Fortune Fast 500
- As team lead for Monsanto’s Growth Enterprises Group. In one year, this unit created three new Monsanto Sectors: Nutrition, Health & Wellness, Advanced Materials; funded over 60 new business and product concepts resulting from a process which generated more than 350 business plans.

WHAT OTHERS SAY

“I can say without any restriction that Pat has done a remarkable work on all aspects. Pat accomplished more in the first 6 months of his tenure than in the companies pervious 6 years.” – **Dr. André Van Neste, Ph.D. Scientific Co-founder NANOX Inc**

“He has demonstrated the rare ability to understand leading edge technology and to translate into terms that customers & investors can understand. He has a good judgment in business and technology. His line of attack is very strategic and articulated, as he approaches the target from several fronts at the same time, using all the fire power wisely but efficiently.” – **Dr. Gilles Picard, Ph.D. Scientific Founder of Nanometrix Inc.**

“I was always surprised with his ability and the rapidity of which he was able to catch the knowledge of new principles and technologies pertaining to our product. He identified the need to retarget our product, then working with myself and the rest of the technical team on new formulations to specifically meet the customer needs.” – **Dr. André Van Neste, Ph.D. Scientific Co-founder NANOX Inc**

PROFESSIONAL EXPERIENCE

- 2018 – Present Chief Executive Office, Federal Prison Industries,
Assistant Director, Bureau of Prisons, US Department of Justice, Washington, DC
Federal Prison Industries (FPI) is unique; it is a manufacturing conglomerate within the Federal Government. It is a self-sustaining government corporation that receives no taxpayer funding. In recent years, FPI has provided training and work experience to more than 16,000 federal inmates annually, employing about 11,000 individuals at any given time in more than 70 factories at 50 federal prisons across the country. FPI produces over 17,000 different products and services in seven major product/service groups: Agribusiness; Clothing and Textiles; Electronics; Fleet; Office Furniture; Recycling; Services.
- Appointed to Senior Executive Service, by Attorney General Barr in 2018.
 - Grew top line revenue from \$508M to \$537M.
 - Opened 10 new factories in since FY19, a 28.6% increase.
 - In FY20 booked \$853 million in orders
 - Pivoted to product of PPE (masks, shield, gowns, sanitized) in response to COVID pandemic while maintaining critical support to existing client base.
- 2017 – 2018 Executive Director, The Collins Group, Montreal, Canada
2009 – 2012 Provided customized services in investment banking, strategic partnering, business planning and M&A transactions from \$3M to \$250MM for private and public clients in Asia, Europe, North & South America
- Arranged financing for development, expansion, acquisitions and buy-outs.
 - Provided counsel and advisory services to private and public companies on financing and M&A assignments.
 - Sourced private placements for clients from US and European VCs and PEGs.
 - Prepared business, technology development and market rollout plans.
 - Supported all stages of the M&A process - strategy and target identification through negotiations and completion.
- 2015 – 2017 Vice President, Business Development, ReadyOne Industries, El Paso, TX
Non-Profit dedicated to the employment of people with significant disabilities. Business segments include military/commercial garment manufacturing, call centers, document services, corrugated packaging & 3PL services.
- Established business development group and implemented “Shipley” based proposal management process resulting in a 54%-win rate on proposals and \$269.7 million in contracts won in 1st 16 months.
 - Developed opportunities pipeline in excess of \$1.2 Billion.
 - Secured 5-year M&D contact for development of US Army’s new UIPE2 chemical warfare uniform.
 - Commercial customer base includes Levi Strauss, Ralph Lauren, and True Religion
 - Captured Defense Logistics Agency contract for chemical protective uniforms to US Air Force, value \$74.9 million.
- 2012 – 2015 Director Business Development & Strategy, Lockheed Martin Company, Baltimore, MD
~ Applied Nanostructured Solutions LLC ~ (wholly owned subsidiary) Dedicated to the rapid development and commercialization of nanotechnology.
- Developed product concepts, business and commercialization plans for new technologies.
 - Inserted nano enhanced composites & thermoplastics on US Army & Navy programs.
 - Secured major supply chain partners in thermoplastics & composite sectors in China & North America.
 - Developed relationships with premier customers including 3M, Apple, GM, Nike, Sabic, Samsung & TE Connectivity.

2006 – 2009

Director General / Chief Executive Officer, Nanox, Inc., Quebec, Canada

Nanox is an innovative advanced materials company based in Quebec developing and commercializing high performance, low cost nanocrystalline perovskite-based emission control Nanoxite catalyst products that allow more than 50% reduction in platinum group metals (PGM) usage.

- Recruited by the preferred shareholders (VC) to re-launch the Company and prepare it for divestiture.
- Held full P&L responsibility for \$10MM and managed five staff.
- Launched 2 new families of products aimed at reducing the amount of PGM (Platinum Group Metals) used.
- Secured product development contract with Caterpillar.
- Expanded product into the petro/chemical sector by developing custom formulations for UOP.
- Entered products into vendor qualifications at Daihatsu & Ford.

2003 – 2006

Chief Executive Officer, Nanometrix, Inc., Montreal, Canada

Start-up company that developed a breakthrough monolayer-based thin film technology that enables the next generation semiconductor and advanced materials sectors.

- With a focus on developing and driving worldwide business and relationships, I provided the vision, direction and leadership while holding full P&L responsibility for \$5MM.
- Developed business plan, solicited investors, identified and worked with potential clients while developing new business targeting the semiconductor, bio/pharma, and advanced material sectors.
- Spearheaded a guerrilla marketing program which ignited instant credibility and positioned this small start-up alongside major industry players, including GE Global Research, 3M, and Los Alamos National Laboratories.
- Negotiated a joint development agreement with one of Europe's largest research institutes.

1999 – 2003

Chief Technology Officer & Vice President of Business Development, Bragg Photonics

1997 – 1999

Vice President of Operations and R&D, Hoya

1994 – 1997

Corporate Director of Growth Enterprises, Monsanto

1987 – 1992

Director of Manufacturing, Transitions Optical

1984 – 1987

Manufacturing Manager, Schering Plough

1973 – 1984

Supervisor, US Steel

EDUCATION

B.S., Industrial Supervision (Business/Engineering Technology) – Purdue University, West Lafayette, IN

PROFESSIONAL DEVELOPMENT

Lockheed Martin – Capture Management, 2014

Lockheed Martin – International Capture Management, 2015

Department of Justice – Working with Congress, 2019

PROFESSIONAL RECOGNITION

NANO 50 Award, Inaugural NASA TechBriefs – Boston, MA (Nov 2005)

Emerging NanoBusiness Showcase, SEMI NanoForum, Chicago, IL (Nov 2005)

SEMICON West – Emerging Technology Showcase, July 2005

NanoJapan 2005 - Tokyo (2005)

SELECTED SPEAKING ENGAGEMENTS

National Correctional Industries Association, Minneapolis, MN (Apr 2019)
National Association of Institutional Agribusiness, Lompoc, CA (Oct 2019)
TechConnect World Innovation Conference, Subject: Nanocomposites: Processing & Applications
Gaylord National Convention Center, Washington, DC, (May 2016)
SPE ACCE, “Using Carbon Nanostructures to Fabricate Multifunctional Composites & Polymers”,
Novi, MI Sept. 2015
Advancing Technology for Business, Lehigh University, May 2015
SAMPE/CAMX – Manufacturing Process for Carbon Nanostructure Infused Surfaces to Fabricate
Multifunctional Components. Orlando, FL (Oct 2014)
6th Annual Conference of the Innovation Alliance Carbon Nanotubes, University of Wurzburg,
Karlsruhe, Germany. (Feb 2014)
Carbon Fiber R&D Workshop, A New Approach to Carbon Fiber, Buffalo, NY, Jul 2013
SEMICON West – Emerging Technology Showcase, San Francisco, CA (2005)
European Nano Systems - ENS 2005, Paris, France (2005)
Organic Semiconductor Conference, Cambridge, UK (2004)