

NAME: **Jason Burr**

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HIGHLIGHTS:

- 1) Built & Drove 9-Figure Revenues 4x (times) -- Led to 9-figure valuation AND 10-figure valuation
- 2) Generated over \$8 Billion in total sales volume over lifetime
- 3) Trustee & National Board Director @ Crohn's & Colitis Foundation (\$100MM/yr non-profit)
 - a) Innovator behind Major Fundraiser (2019) w/ \$10MM+ Donation Projection
 - b) Day 1 - Saved over \$50MM in Cyber Security Exposure & Privacy Risk
 - c) Committees - Innovation, Major Business Initiatives, Governance, & Political Advocacy
- 4) Strategist, Monetization, and M&A Advisor to CEO @ OpenMenu
- 5) Advisor & Strategist to CEO @ Electronic Alchemy eForge (a NASA IP spin-off)
- 6) Advisor & Strategist to CEO @ bzPay (a payments FinTech) (also US launch advisory)
- 7) Advisor & Strategist to CEO @ an AI/ML Health/Patient corp (also US launch advisory)
- 8) Strategist & Revenue Advisor @ Xvidia Technologies (also US launch advisory)
- 9) Board Member @ Elmhurst Non-Profit Bank & Index Fund
- 10) Founder/Director @ RedZed Group - Sales & Revenue Generation as a Service, & Fractional CRO
- 11) Innovation Futurist @ Johns Hopkins University Applied Physics Lab (APL) -- Tech Futures Forum
- 12) Innovation Strategist & Speaker @ SOCOM / APL / DARPA / DoD Special Forces Science & Tech
 - a) SOF Innovations Foundry - 1st Outside Commercial Innovator to SOCOM S&T
- 13) Innovation Evaluator & Judge @ Northeastern University IoT Open Innovation Lab
- 14) Mentor @ Founders Institute (Silicon Valley & NYC)
- 15) Mentor @ Ivy Execs
- 16) Commercialized series of products which later launched oilflow optimization company (self)
- 17) Scaled own company (oilflow optimization) to \$100+MM in ARR w/in 8 mos, led to private Exit
- 18) BurrHanscom projects:
 - i) Machine Learning Healthcare R&D, Diagnostics, Prediction & IP (2 projects)
 - ii) Machine Learning Biometrics Facial Recognition (DHS - Dept. Homeland Security)
 - iii) Machine Learning Regulatory Technology & Education Platform (RegTech)
- 19) Director/Organizer/Leader of Startup Events in Charlotte, NC
- 20) Founder @ SoT (Security of Things) - global Collaboration (200+ Gov., Military & Major Corps)
- 21) Strategist, Advisor & Coach to: CEO's, Board Directors, and Startups
- 22) Built & Operated 4 Mortgage Origination Platforms - for 4 different Banks (ran 2 of them)
- 23) Managed upwards of 250+ REMOTE Employees - Trained upwards of 1,400 - Wrote Manuals
- 24) Extensive Global Network - incl.: Investors, Innovators, C+Board Level, Major Orgs, Gov, Mil
- 25) Compliance, Risk & Privacy Expertise - Governance
- 26) Manager & Financial Expertise - Fiduciary Responsibilities
- 27) Security, Cyber, CyberSecurity, Insurance Expertise - Risk & Protection

Jason Burr

Jason Burr - Bio / Cover Letter

Jason Burr is a strategist, innovator, futurist, monetizer, serial entrepreneur, advisor, and board member. Serving organizations in the areas of innovation design, global scale business strategy, product and service creation, revenue monetization, exit design and strategies, and executive / board level advisory - including: OpenMenu, Electronic Alchemy (NASA), Lynk Global, Johns Hopkins University Applied Physics Lab (APL), US Special Operations Command Science & Technology (SOCOM S&T), Northeastern University IoT Open Innovation Lab, Founder Institute, NBT Bank, Central National Bank, Pennstar Bank, WestStar Bank, American Bank, Crohn's & Colitis Foundation, xVidia Technologies, and others.

Jason serves on the National Board of Directors for the Crohn's & Colitis Foundation as a Trustee.

Founder/Director of RedZed Group, a company which provides contract Sales & Revenue Generation as a Service to companies looking to establish and scale major revenues via sales and closing deals; along with those looking to launch within the US from other countries. RedZed also provides fractionalized CRO Chief Revenue Officer services.

Advisor/Strategist and M&A to the world's largest foodtech and data platform OpenMenu; helping the company achieve a 9-figure valuation, and currently fielding acquisition discussions.

Co-Founder of BurrHanscom, a low-profile organization which spearheads various R&D projects utilizing Artificial Intelligence and Machine Learning, through alignment with companies, governments and militaries - and the correlation of highly compartmentalized, exclusive, and silo/segmented data.

Founder of SoT (Security of Things), a research and development organization dedicated to the advanced innovation of security standards and security educational certification for all things connected (IoT). SoT serves as facilitator for participating organizations and stakeholders in the collaborative design and functional integration of security and privacy; as well as the development of cyber education programs, and furthering the impact and adoption of security frameworks and policy among major global corporations and government. Buy-in from over 200+ companies, gov & military agencies.

As a serial entrepreneur and business-technologist, Mr. Burr began his career in banking, launching financial online banking technology platforms; later designing mortgage origination systems for several banks, including leading the entire operations for 2 of those banks, driving major revenues and profits.

He holds a bachelor's degree (BS) in Business Economics from the State University of New York, minoring in both finance and marketing. With a second bachelor's track in Computer Science & Programming.

His efforts have been directly responsible for driving over \$8B in revenues throughout his career; and 9-figure revenues 4 separate times. Has hired and managed several REMOTE sales/business development and operational teams over the years, some upwards of 250+ remote persons.

He is a strong advocate for the smart and ethical application of machine learning and blockchain upon big data, in order to understand and drive near-term solutions to major global problems within security, privacy, banking, education, and healthcare.

Jason Burr

Extremely involved in the startup community and knows/understands what is being worked on, what is promising, what is not, what is feasible and can monetize, as well as a strong network of partners, affiliates, cohorts, and enterprise (commercial, industrial, & gov/mil) decision makers.

Consistently sought after for expertise, strategy and guidance for technological and innovation knowledge and experience, both at the C-Level and Board levels, as well as in the areas of revenue/monetization and scaling companies to exit.

You won't find anyone more able to add to your bottom line; whether culturally and insights at the board level; as well as innovation and business strategies at the product/services/market level. And a network / rolodex of key decision makers and a very strong door opening ability.

Warm Regards,

Jason Burr

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