ROGER A. PHILIPS

INDUSTRY EXPERIENCE

Philips Associates Irvine, CA 2001 - present
Senior Consultant
Independent management and marketing consultant, serving primarily computer software and hardware clients. For Agility Fuel Systems, leading supplier of natural gas fuel systems, a two-year series of projects including the design of a quality management system and producing and writing two professional quality training videos. For Weir Smith Energy, as acting VP Engineering, consulted on a variety of technical feasibility projects. Modeled the company's solar thermal organic Rankine-cycle system using thermodynamic and thermo-electric principles. Member of the board of directors of First American Health Concepts. AMEX: FAH.

Cyclone Commerce Corporation Scottsdale, AZ 2000 – 2001
Vice President
Managed worldwide sales for this Internet software company. The company develops secure Internet transaction communication products for business-to-business use. Customers include IBM, Bristol Myers, Intel, etc.

Landmark Systems Corporation Reston, VA 1994 - 1999
Vice President, International Operations
Directed all operations outside the US and Canada for this $52 million software company. Set up and managed subsidiaries in the UK, Germany, Spain, France, Denmark, the Netherlands, Australia and Hong Kong. Landmark developed and marketed software performance monitoring products. NASDAQ: LDMK

Viasoft Inc. Phoenix, AZ and Bristol, England 1988 - 1994
General Manager, International
Managed all foreign operations for this system software company. Built international sales from nil to over $15 million in five years. VIASOFT won the President's "E" Award, administered by the US Department of Commerce, for excellence in export. NASDAQ: VIAS

Transform Logic Corporation Scottsdale, Arizona 1983 - 1986
President and CEO
This company's application generator products partially automated the development and maintenance of mainframe business applications. NASDAQ: TLOG

Rockwell International Anaheim, CA and Washington DC 1968 - 1972
Research Engineer
Participated in a wide variety of aerospace and commercial engineering projects including design of aircraft radar systems, onboard rocket and aircraft guidance systems.

TEACHING EXPERIENCE

Concordia University Irvine, CA 2006 - present
Professor of Business (Adjunct)

Teaching **International Business, Global Economics and Information Technology.**
Business Concentration Lead in the Master of Arts in International Studies degree program.

ROGER A. PHILIPS

Teach online business courses to American students studying and working in China.

Lane Community College Eugene, OR 2004 - 2006
Adjunct Technology Instructor
Taught ***Electronics, Physics, Astronomy and Math***

University of Phoenix Phoenix, AZ 1987 - 1988
Faculty
Taught candidates for the BSBA and MAM degrees. Taught **Introduction *to Computers, Statistics,* Introduction *to Management***

Scottsdale Community College Scottsdale, AZ 1987 – 1988
Adjunct faculty, Arizona Community College Teaching Certificate #40851
Taught ***Introduction to Computer Science***

EDUCATION

Certificate in General Management
Graduate School of Business and Administration
University of Santa Clara

MS Electrical Engineering and Computer Science
University of California at Berkeley

BSE (Honors) Aerospace and Mechanical Engineering
National Merit Scholar
Princeton University

PROFESSIONAL

Memberships
Society for Information Management; Past Chairman, Arizona Chapter
Northern Arizona University Computer Information Systems Advisory Council

Publications
Author of the book, *Business in Contemporary China*, Routledge, 2016
Author of the book, *Guide to Software Export*, International Business Press, 1998
Co-author of the book, *Developing the World Class Information Systems Organization*, QED Information Science, Inc., 1989
"Changing Your Global Sales Strategies", article in *The Culpepper Letter*, April, 1997

OTHER
US Coast Guard licensed captain
American Sailing Association Outstanding Instructor of the Year (twice).