

ROBERT KAZMER LATVEN, Ph.D.
15327 Ridgeiew Pl., Poway, CA 92064
(858)442-0818
kaz@latven.com

EMPLOYMENT

RKLA; Poway, CA (2002 - present)

President: Part-time technology consulting business, specializing in design and building high-performance computers/networks; software consulting and database programming.

AMERICAN RED CROSS BLOOD SERVICES - NATIONAL TESTING LABORATORIES; Main facility in San Diego, CA. (1999-2002)

CEO/Executive Director: General manager of the Red Cross National Testing Laboratory system in California, including the Red Cross National Genome Testing Laboratory in San Diego and the Red Cross National Testing Laboratory in San Bernardino; responsible for the following departments: administration, client services, education and training, equipment, finance, human resources, payroll, quality control, sample management, and lab testing. Facilities, follow strict cGMP (FDA-approved) protocols.

- Recruited new and highly experienced and effective management team;
- Combined both organizations under single management;
- Converted the San Bernardino from a private laboratory to an operational FDA-licensed Red Cross facility.

CORNING CLINICAL LABORATORIES, San Diego, CA 1994 - 1998; formerly

NICHOLS INSTITUTE, San Diego, CA 1991 - 1994

Vice President and General Manager: Managed 300+ full time personnel clinical/forensic toxicology/sports testing laboratory. Primary accountability for meeting operation's financial performance objectives for both revenues and profitability. Functional reporting areas: finance, laboratory operations, sales and marketing, human resources, MIS. Principal responsibilities included: strategic planning, budgeting, financial analysis, operations and achieving sales/marketing objectives.

- Managed strong annual growth over six years while significantly improving profitability of the operation.
- Executed consolidation of divisions: integrated client base and key personnel into single regional operation; Financials of consolidated business improved significantly with low client attrition.
- Implemented automation and workflow improvements which resulted in reduction of operations costs.

AMERICAN BioTEST LABORATORIES, Inc., Santa Clara, CA 1986 - 1990.

President and CEO: Co-founded Silicon Valley-based drug and steroid testing laboratory; wrote first business plan and raised seed and second round capital. Developed business and marketing strategies which took company from concept to \$4,000,000+ (revenues) in a highly competitive market in four years. Successfully positioned company as high tech leader by being the first to implement robotics, bar coding and automation to specimen testing. Built company into the most prominent and respected commercial sports testing laboratory of its era. Key clients: NFL, NCAA, AAU. Company sold to **Nichols Institute** in 1991.

HEWLETT-PACKARD COMPANY, Palo Alto, CA 1984 - 1986.

Product Manager, GC/MS Systems: Responsible for all marketing, applications, and software development activities for HP's research-grade and HP-1000-based gas and liquid chromatograph/mass spectrometer (GC/MS, LC/MS) product lines; responsible for product rollouts, software releases, technical seminars, sales and customer training courses.

HEWLETT-PACKARD COMPANY, Santa Clara, CA 1981 - 1984.

Sales Support Specialist, Western Region: Responsible for technical applications, consultation, customer training and product support for the HP-1000 RTE-6 operating system, and GC/MS operation and applications. First recipient of HP's Analytical's MVP award.

UNITED STATES ARMY, Ft. Sill, OK 1967 - 1970

Instructor, U.S. Army Artillery School: Specialist in artillery mathematics and cartography. Received '*Citation for Exemplary Duty*'; honorable discharge.

EDUCATION

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Ph.D., *Analytical Chemistry*, 1981

MICHIGAN STATE UNIVERSITY, East Lansing, MI

BA, *Chemistry* (minor: *Mathematics*) 1973

UNIVERSITY OF NEW MEXICO, Albuquerque, NM

Engineering studies 1967-69

U.S. MILITARY ACADEMY, West Point, NY

OTHER ACTIVITIES

COMPUTER EXPERTISE: Strong understanding of technology and its business application. Experience base includes laboratory robotics, automation, process optimization, enterprise computing, PCs/construction, networking and the Internet. Expert in at least one commercial PC application within the following categories: operating systems (including networks), word processing, spreadsheets, database programming, presentation software, computer aided drafting and design (CADD), graphics design, image processing, geographic information systems (GIS), project management, Internet: Web authoring, communication software.

PUBLIC SPEAKING & COMMUNICATIONS: Have given hundreds of public addresses, lectures and seminars, many to large audiences; can synthesize the essence of technical topics and explain cogently to lay audiences; have been an expert witness in jury proceedings. Strong writing skills: have written several business plans, a dissertation, many articles for publication and too-many-to-count other business documents.

MEXICO INTERNATIONAL VOLLEYBALL: Past Treasurer of CA not-for-profit corporation which hosts the largest beach volleyball tournament in the world. Group contributes profits to sports programs for disadvantaged youth. Former competitor in beach and indoor volleyball.

CYSTIC FIBROSIS FOUNDATION, San Diego Chapter: Actively contribute time and expertise to fund-raising activities of local chapter through city-wide sports events.

WOODWORKING: Have designed and build contemporary and traditional hardwood furniture for national design competitions.

SKI INSTRUCTION/NCAA RACING: Formerly taught skiing at all levels in Colorado and New Mexico; coached local high school ski team. Lettered in *Alpine Ski Racing* in college (West Point).