

JEFFREY H. DROBMAN

6432 Lunita Road Malibu, CA 90265

Home: (310) 589-1061 Cell: (818) 590-1603 jhdphd@uclalumni.net

OBJECTIVE

- ❖ Management, senior position or consultant for hardware/software engineering & technology, or strategic/product marketing – in any type of digital systems, computing and/or communications.

HIGHLIGHTS

- ❖ 30 years computer and semiconductor industry experience (Hughes, AMD, IDT, ComCore, Semtech)
- ❖ 15 years direct experience with sales, marketing and apps support in the semiconductor industry
- ❖ 13 years of FAE experience supporting advanced microprocessors, network hardware and software
- ❖ 7 years supporting ATM, Ethernet, T1/E1 (PDH), SONET/SDH fiber optic/copper com products
- ❖ Microprocessor expert (30 years) – from 4-bit to 64-bit, CISC to RISC
- ❖ Hardware and software – design/development/integration, and teaching experience
- ❖ Entrepreneurial experience: Launched 2 businesses developing PC software products

CURRENT POSITION: **Founder/President Dr Jeff Software Co.** <DrJeffSoftware.com>

Developed software business with three divisions: PC software apps (using Microsoft .NET), *Software Factory*, and *Classroom* (courseware) – since 2004. Developed web site using several tools, including *Dreamweaver*.

ENGINEERING EXPERIENCE

6/98 to 7/01 **Semtech** (Camarillo, CA)

Telecom Market Segment Manager

- ◆ Reported to director of Communications business unit – one of 6 SBUs of the mixed-signal IC supplier.
- ◆ Lead marketing manager for both strategic and product marketing (essentially director of marketing)
- ◆ Assisted director in all aspects of managing the startup IC business unit, including wafer foundries (TSMC, IBM, AMS, Delphi), project planning/tracking, consultants/outourcing, price matrices, and as expanded below.
- ◆ Planned development of a market-leading product family for SONET/SDH network synchronization (“SETS”), for designers of ADM, DSLAM, DCS, DLC, optical muxes, switches, routers and 3G cellular (CDMA) equipment compliant to Stratum 3, 3E or 4/4E of Bellcore GR-1244, GR-253 and ITU G.812, G.813.
- ◆ Drove growth of our *SETS* customer base to nearly 400 program-parts world-wide (a \$100M opportunity base) and achieved nearly 100 design wins, via building relationships with multiple divisions of Tier 1 telecoms such as Nortel, Cisco, Lucent, Alcatel, plus a host of telecom startups, through visits and intensive design support.
- ◆ Forged strategic alliances with hi-rel crystal oscillator vendors such as Vectron, C-MAC, MTI-Milliren, Raltron and Fordahl for co-marketing, reference designs and module development.
- ◆ Hired/managed consultant for software project; trained/supervised market research analyst.

2/97 to 5/98 **ComCore Semiconductor** (Calabasas, CA)

Applications Engineering Manager

- ◆ ComCore Semiconductor was founded in January 1997 and acquired by National Semiconductor on May 27, 1998 (reason for leaving).
- ◆ While there, we designed, developed, licensed and marketed advanced DSP-based Fast and Gigabit Ethernet (10/100/1000Base-T) data communications ICs and IP (intellectual property) to top networking companies.
- ◆ Managed the technical marketing function that bridges design engineering with marketing and sales, and represents the company to customers.
- ◆ Gave technical product presentations to customers such as 3Com, Cisco, Extreme, Sun, Nortel, SMC, TI, Motorola (resulting in MOU for licensing), DEC/Compaq, H-P, AMD, Accton and National.
- ◆ Responsible for product definition and developing product collateral such as datasheets, FAQ, Web site etc.
- ◆ Attended an IEEE 802.3ab (1000Base-T) standards committee meeting.

5/88 to 2/97 **Integrated Device Technology** (Encino, CA)

Sr. Field Applications Engineer

- ◆ Technical marketing/sales for So. Cal., AZ, NM.
- ◆ Specialized in *Mips RISC microprocessors* (R3K/4K/5K) for system design of workstations/servers, laser printers, data communications (bridge-routers, NICs, switches, modems), disk arrays (RAID) and other embedded control.
- ◆ Performance analysis, measurements, simulations using Mips Unix server (as *system administrator*) on compiled customer C code; downloaded to, and debugged on target boards, using logic analyzers and ICE.
- ◆ Additional emphasis on *datacom/ATM* products (SAR, PHY, NIC).
- ◆ Supported IDT's other product lines: SRAM, dual-port, FIFO, modules, and FCT/FST logic/switch interface.

3/82 to 5/88 **Micro ESP, Inc.** (Century City - Marina del Rey, CA)

President/Owner

RESUME (Dr. Drobman, continued)

- ◆ Consulting, training and software development for the IBM Personal Computer and Apple Macintosh.
- ◆ Consulting included: Intel 8086 related software development (PLM/86, MDS-86, iRMX/86) for network file transfer between VAX11/780 and iRMX86 computers for Failsafe Technology Corp. and First Systems Corp.; Zilog Z8000 printer driver (C, assembler) installed in Unix system for Incomnet Inc.
- ◆ Developed Commodore 64 version of *The Home Accountant*TM (forerunner of *Quicken*TM) for Continental Software/Arrays, Inc.
- ◆ Developed/marketed own product: *IO Silver*TM, *Intelligent Office* integrated office suite (before *MS Office*).

2/86 to 8/86 Perceptronics (Woodland Hills, CA) **Project Manager**

- ◆ Worked with cognitive psychologists and AI specialists to develop concepts, requirements, system design and schedule for DARPA-sponsored project now commonly called *groupware*.

4/79 to 2/82 Advanced Micro Devices (Woodland Hills - El Segundo, CA) **Field Applications Engineer**

- ◆ Technical marketing/sales for major western US customers, including Litton, TRW, Xerox, Hughes, McDonnell-Douglas, Sperry, JPL, Raytheon, ITT, Northrop, US Navy, General Dynamics, Boeing, and more.
- ◆ Provided applications consultation and seminar presentations on computer products: Multi-Bus boards, real-time OS, 8080/Z80 and Z8000 development systems/ICE, and Am2900 bit-slice microprogram development/debug.

7/73 to 3/79 Hughes Aircraft Co./EDSG (Culver City - El Segundo, CA) **MTS/ Doctoral Fellow**

- ◆ Design, simulation and checkout of the microprogram and support hardware to implement complex arithmetic algorithms for the Trident Submarine fire control computer. Also worked on logic design of F-16/F-18 radar data processor; architected an 8-bit bipolar microprocessor slice; and was briefly involved in VHSIC program.

Other Engineering Positions

- 9/77 to 3/79 **UCLA** PhD research pioneered use of ARPA-Net/Internet Node #1 **Post-Grad Research Engineer**
- 6/72 to 9/72 **Xerox Computer Services** (El Segundo, CA) **Simulation Modeler** (summer)
- 6/69 to 6/72 **Bechtel Corp.** (Vernon - Norwalk, CA) **Nuclear Engineer** (summers & part-time)

Teaching Positions (computer architecture, logic design and programming)

Fall 2006	UCLA, Computer Science Dept.	Lecturer
W-Su-F '87, S '88, F '89	UCLA Extension	Instructor
Spring 1987	Cal. State U. Northridge, Computer Science Dept.	Instructor
Winter, Summer 1985	UCLA, Computer Science Dept.	Visiting Lecturer
Fall 1971-Spring 1973	UCLA, Computer Science Dept.	Teaching Assistant/ Associate

SKILLS INVENTORY

- ◆ **Hardware Design:** Clocking/sync using PLLs and XOs (crystal oscillators); telecom sync and line cards; datacom NICs and switches; PCs, printers, interfaces.
- ◆ **Software Design:** monitors, drivers, user interfaces; intelligent/integrated applications based on contact mgt.
- ◆ **Networks:** Internet Protocol (IP); Ethernet PHY, MAC, NIC; ATM PHY, SAR; T1/E1 LIU; framers; SONET/SDH synchronization, jitter/wander performance levels and standards; fiber optics; network processors; and equipment such as ADM, DCS, DLC, DSLAM, optical muxes, switches, routers, 3G cellular.
- ◆ **Development tools:** compilers, debuggers, simulators, OS/RTOS, logic analyzers, scopes, ICE.
- ◆ **Programming:** assembly (x86, 68K, Z8K, R3K/4K/5K), C, Basic, Fortran, Pascal, PL/1, APL, Cobol.
- ◆ **Simulation modeling:** UCLA SARA, GPSS, Verilog/VHDL, Spice, IBIS.

EDUCATION	BS	in Engineering (cum laude)	UCLA	1970
	MS	in Computer Science	UCLA	1973
	PhD	in Computer Science	UCLA	1980

Major: computer architecture (specialization in microprocessors)
Minors: database management systems, performance analysis (queueing theory), semiconductor physics
Honors: Tau Beta Pi (Nat'l Engr. Honor Soc.), Upsilon Pi Epsilon (Nat'l Comp. Sci. Honor Soc.),
 Hughes Aircraft Doctoral Fellow, Comp. Sci. Dept. rep. to Engr. Grad. Students Assoc.
Alumni: UCLA Alumni Assoc. (Life Member), UCLA Engineering Alumni Assn., UCLA Order of the Blue Shield

BOARD MEMBERSHIP I serve/have served on the following boards:

- ◆ UCLA Engineering Alumni Assn. Governing Board – 1994-2008 (VP 2003)
- ◆ Marina-MarVista-Venice Democratic Club Executive Board (president 1989-91, board member 1988-1997)

SPORTS

RESUME (Dr. Drobman, continued)

UCLA intramural softball, football, basketball, volleyball; CBVA ranked beach volleyball player; LA and Culver City men's softball; current varsity and American Legion baseball coach at Malibu High School