

DAVID R. AHLGREN

1834 Glasgow Avenue, Cardiff, CA 92007
(760) 846 0357 – Ahlgren@drahlgren.com

CAREER SUMMARY

A high tech professional with engineering management and business development experience built on an extensive technical background. A track record of identifying new markets, creating product concepts and leading the teams that brought advanced products to market. Experienced with hardware and software development including; embedded computing, encryption, compression, signal and digital video processing, software defined radios, wireless communication and networking. Expert on repurposing COTS equipment and technology for advanced applications.

- Managed operations and P&L
- Formed and lead engineering departments
- High level technical customer interface
- Telecom, Networking, Wireless, Digital video
- Develop product and marketing plans
- Identified and developed new markets
- Consumer, Industrial, OEM, Military
- Systems, software, hardware, packaging

PROFESSIONAL EXPERIENCE

AhITek Entrée Wireless LLC – Technology and Business Development Services 2001–2008 President

Currently specializing in engineering, management and business development services to assist technology based companies.

- Product strategy, project engineering, program management and technical reviews.
- Wireless communication, networking, sensors, security, VoIP and Digital Video projects.
- Expert on repurposing COTS equipment and technology for advanced applications.
- Recent FEMA Incident Command System (ICS) and National Incident Management System (NIMS) certification.
- CommNexus, Co-chair Emerging Wireless Group
- Recent Projects –

Broadband Mesh Network for small Unmanned Aerial Vehicles (UAV) - SBIR Project – Responsible for concept through implementation: concept development, proposal, product specification, link budget analysis, advanced antenna design and specialized software and hardware design. COTS technology design focus.

Portable WiMax System - Product development. Responsible for concept through implementation: product specification, system design, network configuration, link budgets, power system design.

Tactical Communication System - Product development. Responsible for concept development and implementation. Product included - dual redundant Internet connectivity (3G cellular and Iridium Satellite), long range Wi-Fi, VoIP, SIP, amateur radio, AC/DC/battery power system and ruggedized packaging.

Directional MANET Networking – Project engineer and program manager for DirecNet a very high speed software defined radio based transceiver for an airborne ad hoc mesh network system that utilized fast steering directional antennas. Originally the JRTS-CDL project.

Industry Consortium - Business development lead. Developed strategy and implemented a multi-company consortium DirecNet dedicated to developing an open standard for Directional MANET networks.

Broadband Network – Designed and specified a ‘4thUtility’ in building broadband network for deployment in large scale commercial buildings.

Commercial Real Estate Technology - Consulting services for integration of telephony, networking, security, and energy management – Technology and industry trends seminar

Homeland Defense – Business development for Virtual Agility, a technology for rapid prototypes of Concepts of Operations (ConOps).

Homeland Defense – Project planning and development for BioNet, a data acquisition, analysis and display system that provides early warnings of Bio-Terrorism events

Digital Video – Product and business development for a start up company focused on mobile video security featuring handheld devices.

3G CDMA Wireless – Product development for start up focused on mobile Wi-Fi products

**UCSD CONNECT, Springboard,
Management Fellow****2001-2002**

- Mentored startup companies and executives in search of funding.
- Developed high value compelling business strategies.
- Reviewed and selected business plans for the Technology Financial Forum.
- Technologies; Wireless - Multi-modal software platform for cell phones, Fiber Optics – low cost, high QoS last mile system, Optics – Photonic switch, Medical Instrument – chemical analysis laboratory on a disk, Medical research – electrophoresis system.

WIND RIVER - Doctor Design Services, San Diego, CA**1999-2001**

Developer of systems, hardware and software for leading edge ‘smart’ products.

Engineering/Business Development Manager

- Identified and evaluated clients with development needs in the \$0.5M to \$5M range.
- Translated client needs into project specifications for embedded software and hardware
- Wrote proposals, developed and negotiated high-end contracts for engineering design and consulting services
- Closed \$5M in contracts using a unique 3 meeting engagement method.
- Specialized in networking, digital video, wireless and telecommunication related technologies.
- Projects included displays, communications, PDA, set top box, wireless sensor net, 3D browser, mems photonic switch.

ASTAR Golf Learning Systems Inc, San Diego, CA**1993–1999****CEO, VP Engineering**

- Developed and brought to market the world’s first self-operated, digital-video based golf instruction system.
- Raised \$1M. Achieved sales of \$12M.
- Formed and led the development team, developed schedules and budgets.
- Developed and presented business plan to Connect Financial Forum.
- Developed the product and marketing plan, wrote proposal

TELEPHOTO COMMUNICATIONS INC., San Diego, CA

1986 – 1993

CEO, VP Engineering

- Developed the first digital video compression subsystem for PC market.
- Formed and lead the team which developed an early pre-JPEG image compression technology and embedded software and hardware for a custom high-speed digital image processing subsystem. Attracted and hired a top video compression expert.
- Internationally known as a founding and active member of ANSI JPEG committee working with scientists from IBM, Sony, Digital etc. Published several papers on image compression in International Society for Optical Engineering journal (SPIE).

Sorrento Valley Associates

1986 – 1990

Partner, VP Engineering

Developed mini and micro computer hardware, embedded and high level software, display and communication systems for companies serving medical, scientific, industrial and communications industries. Clients included:

- Western Telecommunications
- Loral Data Systems
- General Dynamics
- Cubic
- National Cash Register
- Solar Turbines
- General Atomic
- IVAC

Education

BS Electrical Engineering - Northeastern University, Boston, Massachusetts.
CDMA Internetworking - UCSD, CDMA 2000 Americas Congress
Embedded Internet Technology, Evolving Markets in Telecommunications,
BIOTECH 101 - BioCom, BIO Lab Automation - ALA
Professional Engineer, Control Systems - State of California.

Publications

Compression of Digitized Images for Transmission and Storage, SPIE.
Compression of Digitized Images using Graphics Signal Processors, SPIE.
Implementing International Standards for Still Frame Image Compression, SPIE.
Applying Compression to Real World Image Management Systems, ANSI JPEG.

Associations

UCSD CONNECT - Management Fellow, von Liebig Center – Reviewer,
CommNexus (SD Telecom Council) – Co-chair Emerging Wireless SIG
Software Industry Council (SDSIC) – Co-Chair Internet Commerce BIG
San Diego Venture Group (SDVG), MIT Enterprise Forum