

LARRY W. FALLIN
BERKELEY RESEARCH GROUP, LLC
2200 Powell Street, Suite 1200
Emeryville, CA 94608
Local to Kingdom of Saudi Arabia
KSA Mobile: +966 55 252 3172
USA Mobile: +1 925 212 2691
lfallin@thinkBRG.com

EDUCATION

BBA	Economics and Statistics	University of Hawai'i, 1973
-----	--------------------------	-----------------------------

SUMMARY

Larry Fallin has more than 30 years of senior operational management and consulting expertise with organizations across the United States, Europe, and the Gulf Cooperation Council (GCC) countries (Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, and the United Arab Emirates), public and private, ranging in size from Global 100 to startup enterprises. He is a specialist in creating strategies, transformations, turnarounds, and organizational value through innovation programs.

Mr. Fallin is a solutions-focused expert with experience that spans multiple industries and government organizations on a global scale. He is attentive to strategic value and growth and outward-looking management. His work has resulted in improved financial performance, new markets served, productivity gains, customer loyalty extended, and organizational skills retained.

Mr. Fallin previously worked as a senior principal adviser for Strategy, Technology, and Planning for an energy, civil, and industrial construction firm, where he led efforts to develop "blue ocean" opportunities and organizational improvements. He actively engages at the ministerial level to develop long-ranging policies and strategies of national significance. He holds several patents for autonomous robots and sensor systems.

PREVIOUS POSITIONS

2011-2014	Sr. Adviser, Strategy, Technology and Planning	Midroc	Jeddah KSA
2002-2011	General Manager Technology Solutions	QinetiQ NA	Waltham, MA
2000-2002	VP, Information Technology & Operations	SiteRock	Emeryville, CA
1996-2000	VP, Technology Development & Mfg. Automation IBP (Tyson)		Dakota Dunes, SD
1994-1996	VP, Information Technology & Operations	TCIS	Berkeley, CA
1990- 1994	Plant Manager & Product Line Manager	Philips	Albuquerque, NM

1984-1990	Director, Technical Operations	Integrated Automation	Alameda, CA
1979-1984	Deputy Director, Information Technology	IAP	Jeddah KSA
1975-1979	Senior Management Analyst	Airports Division	Honolulu, HI

SELECTED BUSINESS ACHIEVEMENTS

- Strategic Adviser and Project Lead for the viability study of development of a car industry within KSA. Study outcomes and recommendations are in review at the Ministerial level to approve
- Strategic Adviser and Project Lead for Operations and Maintenance Planning for green-field tire manufacturing facility in KSA. The project is \$250 million in cost and factory will employ 650 staff
- Project leadership for securing \$100 million dollar Controls system Project for new aircraft launch system (EMALS) designed Health Monitoring and prognostics based service system, led project design and customer interface. Led effort for SEI CMMI Level 4 certification,
- Principal architect of prognostics based maintenance system to increase maintenance free operating periods
- Created Greenfield technology organization to “change” the way product was manufactured by forming a technology vision to address labor intensive, ergonomically difficult tasks and environmental issues
- Created Program Management Office (PMO) to oversee the technical and project schedule and budget activities for over 50 technology projects that encompassed both hardware and software development.
- Created and led management team to turn around a product line that was losing \$60 million per year. This was accomplished in 14 months; then asked to assume plant manager position and stem the losses of the previous 5 years. Made plant profitable in 24 months

PATENTS

<i>Awarded</i>	<i>Title</i>	<i>Number</i>
2003	Item handler for sorting and packing	Patent no.: 6625953
2003	Item handler for sorting and packing	Patent no.: 6591965
2003	Item handler for sorting and packing	Patent no.: 6578700
2003	Method of automation: flow through storage	Patent no.: 6520735
2003	Apparatus and method for removing bones from animal carcass	Application no.: 20030008608
2002	Item handler for sorting and packing	Application no.: 20020174625
2002	Skid handling system for flow through storage	Patent no.: 6474924
2002	Item handler for sorting and packing	Application no.: 20020157926
2002	Item handler and method for flow through storage	Patent no.: 6409451
2002	Method of automation for flow through storage	Application no.: 20020076307
2002	Skid handling system for flow through storage	Application no.: 20020071747

PROFESSIONAL AFFILIATIONS AND BOARDS

Prior

Boards of Directors: Dakota Technology Inc., Working Machines Inc., New Mexico INC, New Mexico Council on Crime and Delinquency, Technical Vocational Institute Foundation, Quality New Mexico, Governor's Business Advisory Council, European Commission on Automation

ARTICLES AND PRESENTATIONS

1. "Material Handling Robot for Flow through Storage Applications," with R. Wiesman, B. Candiloro, J. Dill, J. Downer, and R. Smith, Mobile Robotics XIII, part of SPIE's Symposium on Intelligent Systems and Advanced Manufacturing, SPIE, The International Society for Optical Engineering, November 2–5, 1998.

COMMENTS, OPINIONS, EDITORIAL MATTER, AND PUBLISHED INTERVIEWS

1. FOOD ENGINEERING, "Articulated Slaves," January 10, 2006
<http://www.foodengineeringmag.com/articles/articulated-slaves>
2. MANAGING AUTOMATION, "The Journey Begins," March 1999
http://www.managingautomation.com/maonline/magazine/read/view/The_Journey_Begins_1447