

Raymond Lutz

1010 Old Chase Ave, El Cajon, CA 92020
Tel: 619-447-3246 (Office) 619-820-5321 (cell)
email: raylutz@cognisys.com

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Dear Sir:

As products have been licensed for marketing by other firms, I am now looking for a position in a dynamic firm so that I may contribute to its success. I am particularly interested in the burgeoning set-top box market as I see that as a very important part of our information infrastructure in the future. You will note that I have recent experience in video based products used for the neurofeedback industry.

Perhaps most important of my skills is the ability to create new business concepts and expand current business paradigms for growth. Such a vision is key to leading dynamic organizations. I have a wealth of experience in many areas of business planning, financial modeling, and capital procurement. I have run marketing events, trade shows, and conferences, with a knack for public speaking, coordinating cooperative groups, volunteer organizations, and certainly development/sales/marketing teams. I have founded several for-profit and nonprofit corporations and associations, and have led industry initiatives.

A part of many start-ups, I look forward to a high pace of production required in today's marketplace. More recently, I have been developing my writing skills, with a new novel *Coils of the Serpent* to be published later this year. But my writing skills are not confined to such work, as I have performed a great deal of sales copy writing and editing, technical writing, white papers, and even technical standards. I contributed in the Technical Advisory Group (TAG) for the ITU-T body, a component of the United Nations.

If you want an individual who can really make a difference in your firm, I'm the man for you.

I am looking forward to discussing any challenging and rewarding employment opportunities you have available at this time.

Sincerely,

A handwritten signature in black ink, appearing to read 'Ray Lutz', with a stylized flourish at the end.

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OBJECTIVE

Upper Management in high-technology company, preferably emphasizing high end video, web-based commerce, electronic imaging, document interchange or knowledge management.

STRENGTHS

- Organization founding and management, business planning, fund raising, marketing and sales.
- Consensus builder, team leader, visionary, high creative skills, entrepreneurial drive
- High technology skills, program management, project management and programming
- Knowledgeable in Web and Internet Technology, Work flow, Knowledge management, device product development, Windows, USB, Video technologies, Neurofeedback and biofeedback.
- Excellent writer, speaker, organizer; novelist, copywriter.

Mr. Lutz has a broad range of experience, from hardware and software engineering, to founding and operating a number of for-profit and nonprofit operations, organizational and communications skills as demonstrated by the MFPA Trade Association experience, as well as nuts-and-bolts understanding of company operations.

PROFESSIONAL EXPERIENCE

Cognisys, Inc., Founder, President (12/90 to Present)

Founded this engineering services and design contractor company handling all aspects of operation. Work with 6-10 contractor associates on various projects (see <http://www.cognisys.com>). Developed a number of products, and spun off several other corporations.

> Developed a number of Neurofeedback and biofeedback products, including CogniVideo, which modifies the video from DVD, game system, or camera and modifies it based on a control signal from many popular neurofeedback systems from various suppliers. Interfaces to Windows operating system using USB interface. Still successfully selling into this niche market.

> Web development including extensive Perl-based CGI sites. Participated in the IETF standards body in the development of the internet fax protocol, internet printing protocol as well as in other working groups.

> Consulting with firms in the MFPA association, including: Xerox, Rockwell, Torrey Pines Research, Toshiba America Information Systems, Peerless Systems, Xionics Document Technologies, including hardware and software development.

Adaptra Corporation, Founder, President & CEO (98-2000)

Invented "SlimSmart"(R) an electronic device the size of a pager which uses behavioral-modification to encourage weight loss. Product is currently on the market, and tooling is completed in Taiwan for high-volume production. Product now being licensed to marketing firms. (See www.SlimSmart.com.) Cognisys now manages this product.

Multifunction Peripheral Association (MFPA), Founder, Executive Council Chair, CFO (93-2001)

Gathered nearly forty major firms in the printer, scanner, copier, facsimile products industries to work together on multifunction technical and marketing standards. Held six annual conferences ("Integrated Office Conference") and regular general meetings. Participant in TIA TR29 Facsimile Standards, IEEE-1284/1394, Printer Working Group, SCSI Standards, IEEE-1394, and various IETF committees (ipp, Swap, ietf-fax, serve-loc), and AIIM Scanner Standards (ISIS). (See <http://www.mfpa.org>) (No longer operating, conference ceased after 9/11)

Creative Minds, Inc. DBA Chase Ranch Montessori School, Principal, CFO (89-present)

Cofounded and developed a Montessori school with wife Jill Lutz to allow for education of our children. In a forty-five student facility which opened in January, 1995. Generally passive role in this business at this time as our boys are now in high school and college, although my wife is still actively employed in this business.

Talaris Systems Inc., Director of Hardware Development, (89-90)

Moved the knowledge base from the outside firm to a new group within the company. Design changes resulted in twenty to fifty percent speedup with marginal cost. Introduced the company to configuration management, MRP system, and turn-key manufacturing and testing.

Office Automation Systems, Inc., Director of Architecture Engineering (84-89)

Led and participated in a core design team of 3-10 engineers in the design and production of MC680x0-based laser printer controllers and laser printers.

RDI Video Systems, Senior Design Engineer (83-84)

Participated in the design and pre-production fabrication of the HALCYON interactive video system based on optical disk technology, and featuring voice recognition and speech synthesis.

Burroughs Corporation - Micro Components Group, Electronics Engineer (82-83)

Developed Testability Design Rules to support Level Sensitive and Scan Design methodologies; defined circuit structures to support automatic test generation.

Wood Industries, Incorporated, Lead Engineer (81-82)

Developed a Z80L-based hand-held data terminal for Pac Bell field data collection.

Naval Ocean Systems Center (NOSC) - RF communications Division, Student Engineer (79-81)

Projects emphasizing embedded microprocessors and control systems, including "Vector Summation" power amplifier, dynamic antenna tuner, and digital matched filter.

EDUCATION

Masters of Science in Electrical Engineering - Dec. 1986; San Diego State University.

Bachelor of Science in Electrical Engineering w/Minor in Computer Science - May 1981; San Diego State University.

PUBLICATIONS

Novel: *Coils of the Serpent*, to be published later this year.

U.S. Patent Application, 12/5/1996 60/032,109, *Method and Device for Modifying Behavior*

TIA IS-650 *Multifunction Peripheral Interface (MFPI) Standard*, 1995.

Burroughs (Unisys) Internal Document *Testability Design Rules for LSI and VLSI Circuits*, 1983

U.S. Patent 4,889,408, 9/26/89, *Bicyclists hand-portable rack-mounting garment-pack w/panniers*. Royalty licensed to Performance Bicycle.

OTHER EXPERIENCE / INTERESTS

Fluent in Perl, Windows OS, C/C++, .NET Framework, HTML, etc. Familiar with PC's and most PC software packages, Windows, AEGIS, VMS, and UNIX operating systems.

Designed and implemented business systems for a world-wide mail-order business resulting in a profit making enterprise. Sold late 1981.

Extensive research into direct-response television and other mass marketing forms, including relevant operations infrastructure.

Accomplished writer, novelist, ad copywriter; novel to be published later this year.

Active in political campaigns; President of East County (partisan) Club.

Immediate Past President, Grossmont Community Concert Association (<http://www.gccaweb.org>).

Coordinator of Citizens Oversight Project (COPs) See <http://www.citizenoversight.org> and provide citizens' oversight of various planning groups, councils, and boards.

Investigated the market for a professional society, the Global Software Development Association, focused on the off-shoring of software development, primarily to India, China, and Eastern Europe.