

Industrial and Technology Management Seminars

EMGT 6980

Dr. Gary Teng

5:30 pm – 6:30 pm, 4/11/02 (Thursday)
Cameron Applied Research Center, Room 101

22 Years at Three Start-up Companies – Products, People, Planning, Growth, and Successes

David M. Binkley
Associate Professor, ECE Department, UNCC
and Cofounder and Consultant, Concorde Microsystems, Inc.

Prior to joining UNC Charlotte in August of 2000, David Binkley was an early employee in three start-up companies, Technology for Energy Corporation, CTI/Siemens PET Systems, and Concorde Microsystems which he cofounded in 1992. In this talk, David describes the importance of identifying products and leading an industry with these products. He then describes ways that founders can design, fabricate, and ship initial products before full-time employees are in place. He also describes the benefit of obtaining SBIR grants for research and development of products already planned. David describes both good and bad planning, where focused goals have resulted in successes and unfocused goals resulted in reorganizational bankruptcy of one business. He also describes the characteristics of people and the environment at start-up companies. Finally, David describes some of the financial considerations including stock, stock options, paths to stock liquidity, some tax considerations of C and S corporations, and the importance of 401(k) retirement and other employee benefits. Questions and discussion are encouraged during this informal talk.

Dr. David M. Binkley joined the University of North Carolina at Charlotte in August 2000 as associate professor in the electrical and computer engineering department where he teaches and conducts research in analog and mixed-signal integrated circuit design. Dr. Binkley and his graduate students are developing micropower, analog integrated circuits for intracortical biomedical probes and deep space mission sensors. Additionally, Drs. Binkley, Stroud, Makki and Weldon, and UNC Charlotte students are developing design and testing methodologies for mixed-signal integrated circuits. Dr. Binkley has over 20 years of full-time experience in start-up companies as a cofounder of Concorde Microsystems, senior scientist at CTI/Siemens PET Systems, and development engineer at Technology for Energy Corporation. He developed mixed-signal CMOS integrated circuits for positron emission tomography (PET) medical imaging tomographs and battery-operated, micropower consumer products. Dr. Binkley has published over 30 papers and gives conference short courses on analog CMOS design methods.