It's many an engineer's dream—to create and introduce a new product or technology, and in the process make the world a better place and reap financial benefits. The Whiting-Turner Business and Entrepreneurial Lecture Series at the A. James Clark School of Engineering celebrates this dream and helps make students, faculty, alumni and regional business people more likely to achieve it.

The series brings leading technology enterprise thinkers to campus—men and women from large, established companies or small and promising start-ups, who deal with the real-world challenges of a fast-paced, global economy. In their lectures and question-and-answer sessions, they share their insights and experiences, their “war stories” and predictions, inspiring audience members to apply new ideas and approaches in their current or future careers.

The Clark School would like to thank the Whiting-Turner Contracting Company for supporting this lecture series, now in its second decade.
FALL 2011 LECTURES

THURSDAY, OCTOBER 20, 2011
5:00 P.M.
RECEPTION AT 4:30 P.M.

KIM ENGINEERING BUILDING
LECTURE HALL ROOM 1110

HOMEWARD BOUND: MEDICAL DEVICES AS HOME APPLIANCES

JENNY REGAN
CEO, Key Tech

ABSTRACT
In just a few years, we will be sitting at the kitchen table running our own genetic tests and auto-injecting our therapies. As medical instruments move from central labs and hospitals to remote clinics and homes, new product development increasingly requires intuitive user-focused design while integrating ever more complex technology. Ms. Regan will discuss current issues surrounding medical product design during this paradigm shift, including:

- Key trends contributing to the home migration of devices
- Similarities and differences between medical and consumer electronics that impact development
- Key teamwork success factors while developing complex medical technologies for the home
- The role of US competitiveness in the new consumer medical device development era.

BIOGRAPHY
Ms. Regan is CEO and co-founder of Key Tech, a Baltimore technology development firm that works with medical, industrial and consumer companies, commercializing medical devices and precision instruments. Key Tech also has a portfolio of intellectual property and prototypes for license or sale. Recent Key Tech projects include portable blood analyzers, glucose meters, thermal imaging cameras, and patient respiration monitors. The company employs many Clark School alumni.

Ms. Regan is a registered Professional Engineer with a B.S. in physics from Georgetown University and a B.S. in mechanical engineering from Catholic University. Prior to Key Tech, she consulted with power industry and medical clients at MPR Associates and at Corey Regan Inc., which she also co-founded. Her work has contributed to the advancement of fluid flow measurement, control systems and precision diagnostic instruments. She holds patents and has published numerous papers in scholarly proceedings.

Ms. Regan chairs the Clark School’s Women in Engineering Program Advisory Board and serves on the boards of a technology incubator and a regional manufacturing institute. She mentors students and young entrepreneurs in the Baltimore-Washington area.

THURSDAY, OCTOBER 6, 2011
5:00 P.M.
RECEPTION AT 4:30 P.M.

KIM ENGINEERING BUILDING
LECTURE HALL ROOM 1110

LESSONS LEARNED FROM A BOOTSTRAPPED ENTREPRENEUR

RAMIT VARMA, B.S. ’96
Co-founder, Revolution Prep

ABSTRACT
Bootstrapping a company is probably the riskiest way to go about starting a business -- but ultimately the most rewarding. Managing and building a business as it moves from a cash flow focus to an equity generation focus is a long path and one with many potential missteps along the way. In this lecture, Revolution Prep co-founder Ramit Varma will provide his insights on what works -- and just as importantly what doesn’t work -- when building a business in this fashion.

BIOGRAPHY
Ramit Varma is co-CEO and co-founder of Revolution Prep, one of the leading educational services and technology companies in America. Mr. Varma and his business partner, Jake Neuberg, founded Revolution Prep in 2002 after meeting at UCLA’s Anderson School of Business. The two realized they had a passion for helping students meet the academic rigors of high school and college and believed that test prep could be more accessible and effective.

The company started by holding SAT preparation classes at schools in Santa Monica, Calif., and soon grew throughout Southern California and in nearby states. The company expanded into private, online and in-person tutoring, exit exam preparation, and instructional technologies in the areas of mathematics and English-language arts, all under Mr. Varma’s guidance. In 2010, Revolution Prep helped more than 75,000 students prepare in some way for the SAT and ACT, and hundreds of thousands of students used Revolution K12 software. As a result of these efforts, Revolution Prep was recognized by Inc. magazine as one of the fastest growing companies in America in both 2010 and 2011.

In addition to product development, Mr. Varma led Revolution Prep through its first acquisition (Ivy Insiders) and first outside investment (Kennet Partners).

Mr. Varma holds an M.B.A. from the Anderson School of Business at the University of California, Los Angeles, and a B.S. in electrical engineering from the Clark School. He is a member of the Bel Air Chapter of the Young Presidents' Organization and along with Mr. Neuberg, Mr. Varma was an Ernst & Young Entrepreneur of the Year Finalist in 2009.