

Patrick Coffey
1628 Euclid Ave.
Berkeley CA 94709
Phone: (510) 849-0817
email: pcoffey@coffeyanalysis.com

EMPLOYMENT HISTORY

2001- President, Coffey Analysis present

Coffey Analysis automates pharmaceutical research and development. In 2003, Coffey Analysis and Softagon Corporation initiated a marketing and support partnership.

1995- Biotage, Inc., a Division of Dyax Corp. 2001 Vice President of Automated Chemistry

Biotage is the world market leader in purification for drug discovery research with 2001 sales of \$20 million. Biotage is a wholly owned subsidiary of Dyax Corp., a public biotechnology company. The Parallex and Flex parallel HPLC products totaled \$2.5 million in 2001 sales.

Responsibilities

- Product design and development
- Strategic planning -- product and pricing structure and direction
- Worldwide marketing

Achievements

- Market research for high-throughput purification
- Product specification and design for the Parallex and Flex parallel HPLC purification systems.
- Designed the database schema and wrote the user interface for the Parallex and Flex
- Managed the design team and product managers for the Parallex and Flex.
- Designed the HTOC process for integrating purification and characterization of drug discovery candidates.
- Developed marketing communications materials
- Managed initial sales of the product to major pharmaceutical companies in U.S. and Europe

1991- BioCAD Corp., Molecular Simulations, Inc.
1995 Vice President of Sales and Marketing

BioCAD developed Catalyst, an integrated software system for synthetic and computational chemists involved in drug discovery, which is now the leading program in this area. BioCAD was founded in 1990 and had 23 employees with 1993 sales of \$1 million. BioCAD was privately funded, with Mayfield as the lead backer. BioCAD was acquired by Accelerlys in July, 1994. Catalyst is now Accelerlys' largest product, with 2001 sales of \$10 million.

Responsibilities

- Worldwide sales and marketing
- Direct sales and sales management in the U.S.
- Strategic planning -- product and pricing structure and direction
- P&L for sales efforts -- revenues, expenses, and margins

Achievements

- Established market entry plan
- Personally sold Catalyst to fifteen major pharmaceutical companies
- Developed BioCAD marketing communications materials
- Initiated joint partnership discussions with several major pharmaceutical companies
- Introduced Catalyst in Europe and Japan
- Assisted in raising venture capital

1985- Millipore, Waters Chromatography Division, Dynamic Solutions
1991 Senior Director of Sales, Marketing, and Support

Millipore is a leader in separations technology. Waters, a division of Millipore, is the world leader in liquid chromatography instrumentation. Dynamic Solutions was acquired by Millipore in 1986, reporting through Waters. In 1991, the Dynamic Solutions product line was the largest selling line of chromatography data systems.

Responsibilities

- Strategic planning for Waters computer products
- Managing direct U.S. software and PC hardware sales and service force
- Managing support of Waters computer products sales efforts worldwide
- Managing customer support activities, training, marketing communications
- Product line P&L

Achievements

- Initiated and negotiated acquisition of Dynamic Solutions for \$4.3 million.

- Managed the integration of Dynamic Solutions sales and marketing into Waters.
- Managed increase of product sales from \$3 million in 1986 to \$22 million in 1990.
- Managed increase in product margins from 46% in 1986 to 70% in 1990.
- Made the Dynamic Solutions product line Waters' largest and most profitable.

1982- Mattson Instruments

1985 Founder; Vice President of Sales and Marketing

Mattson Instruments, founded in 1982, now has approximately 15% of the U.S. market for Fourier Transform Infrared (FT-IR) spectrometers. Mattson is now part of Thermo Instruments, with annual sales of Mattson products at approximately \$20 million.

Responsibilities

- Strategic planning for foundation of Mattson Instruments
- Raising venture capital
- Hiring and managing U.S. and international sales and service force
- Managing customer support, applications labs
- Managing marketing communications, training, documentation
- P&L responsibility for margins, discounts, and expenses

Achievements

- Founded company as an equal partner with Dave Mattson.
- Wrote original business plan.
- Raised \$1 million in original round of venture capital, \$3 million in later rounds.
- Increased sales to \$4 million in 1985.

1978- MBS, Inc.

1982 Owner; President

MBS was a Wisconsin-based computer systems house specializing in scientific computer applications. 1981 sales were \$1.4 million with ten employees.

Responsibilities

- Full management and P&L responsibility

Achievements

- Made MBS the largest reseller of Data General computers in Wisconsin.
- Sold firm in order to found Mattson Instruments.

1975- Nicolet Instrument Corp.
1978 Manager of FT-IR Software Development

Nicolet Instruments entered the FT-IR market in 1976 and is now the market leader in this field.

Responsibilities

- Developed software for Nicolet's entry into the market

Achievements

- Software became the key competitive feature for Nicolet's FT-IR.
- Nicolet achieved \$6 million in FT-IR sales and market leadership in first year.

1973- Vanderbilt University
1975 Assistant Professor of Chemistry

EDUCATION

Ph.D., Physical Chemistry, St. Louis University, 1973
MBA, Finance, University of Wisconsin, 1978

HONORS

National Merit Scholarship
Phi Beta Kappa, St. Louis University

AREAS OF SPECIALIZATION

Database design and implementation
User interface design and implementation
Algorithm design
Probability and statistics
Analytical chemistry
Quantum chemistry
Chemical automation
Financial modeling
SQL Server
Visual Basic 6 and VB.NET

PUBLICATIONS

Approximately 25 scientific publications in quantum chemistry and analytical chemistry, available on request