

CV - Dr. Tsvika Ben Porat (Ph.D.)

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Skills:

- ⇒ During the past years, I have accumulated knowledge and experience in the establishment, management and leadership of business activities whilst implementing technology and system based business strategies.
- ⇒ I have lead projects in the fields of computer infrastructures and applicative infrastructures, and have acted as senior manager whilst working with shareholders, board of directors and controlling shareholders.
- ⇒ Unique analytical capability enabling identification of internal and external technological and business trends and implementation of these within the organization
- ⇒ Proven experience and capability of integrating organizational units and advanced, complex systems
- ⇒ Management of P&L in a high-tech, multi-client, international business environment, risk management and business sustainability
- ⇒ Management of employee teams towards meeting budget and schedule goals
- ⇒ Extensive experience in working with regulators, chief scientists and government offices
- ⇒ In-depth knowledge of the capital market, IPOs on the TASE and investor relations in Israel and abroad
- ⇒ Member of the Israeli Government Companies Authority (GCA) “Directors Team”
- ⇒ Senior management experience, working with partners, boards of directors and controlling shareholders

Employment Experience:

10/2015 – Today – Independently Employed

- Consultant to various startup and technology companies
- Board Member at Shufersal of the IDB Group
- Lecturer at SCE Academic College in Beer-Sheva
- Mentor and steering committee member for social startup accelerators in the Negev led by PresenTense (a non-profit organization promoting entrepreneurship in geographic and demographic periphery)

2011-9/2015 – CEO of Jerusalem Technology Investments Ltd. (JTI)

- JTI is an investment fund traded on the TASE specializing in identifying, investing and accompanying high-tech companies
- Management and leadership of activities leading to identifying technology companies with high potential for success
- Fund recruitment and management of the company's financial assets
- Leading teams of analysts and economists for management of the portfolio
- Strategizing, leading and accompanying M&A processes
- During April 2015 the company took-over and became the owner of 87% of Maayan Ventures Ltd., a public company traded on the TASE

2005-2011 – CEO of Maayan Ventures Ltd.

- The largest technological incubator in Israel and the first to be taken public on the TASE
- Managing fund-raising, investor relations and finances in accordance and with the TASE and the ISA
- Strategic and financial leadership managing from 5 to 50 portfolio companies
- Leading Maayan and subsidiaries IPOs on the TASE whilst raising hundreds of millions NIS

1999-2005 – CTO and Senior Management Member of Ness Technologies Inc.

Co-founder of Ness Technologies Inc., the largest Information Technology (IT) service provider in Israel (formerly traded on NASDAQ: NSTC)

- Managing the CTO's of the various Ness groups around the world
- Managing Ness' technological budget and determining Ness' technological policy and R&D policy in Israel and around the world
- Setting priorities for work with the Chief Scientist of the Ministry of Industry and Trade and international funds
- Building methodologies for request and approval of research funds
- Managing due diligence aspects of prospective purchases of new companies
- Mapping technological assets of the divisions and subsidiaries of Ness in Israel and abroad.
- Work with capital funds in Israel, Europe and the US

1995-1999 – CEO of IPEX-ISI

- Specialization in the development and establishment of large high-tech projects involving advanced software solutions in Israel and abroad
- ISI was one of the first Microsoft Gold Certified Partners in Israel.

- Management of all day-to-day operations, development and financing, as well as about 150 employees

1992-1995 – VP Business Development of Yahav Computers

- Direct supervisor of over 100 employees – programmers, systems analysts
- Business development, marketing and training managers and administrators
- Turning Yahav into a Microsoft Solution Provider and strategic partner, specializing in development in a Microsoft based environment

Teaching Experience

- ⇒ Lecturer - MBA program in Entrepreneurship and Innovation at the Department of Business Administration at the Guilford Glazer Faculty of Business and Management of Ben-Gurion University. Courses include: “The high-tech industry in Israel”, “From technological idea to business venture”.
- ⇒ Lecturer - SCE Academic College in Beer-Sheva. Courses include: “Business Entrepreneurship”, “The Business Plan”.
- ⇒ Lecturer – MBA program in Strategy and Entrepreneurship at the College of Management Academic Studies in Rishon Lezion. Courses include: “Strategic Management A and B”, “Israel – The Start-Up Nation”

Education:

2005-2010 PhD in Business Administration - Ben-Gurion University

- Specializing in Entrepreneurship
- Research Topic: The Gap between Demand & Supply and the Need for Support in New Technology-Based Ventures

1989-1994 Unique program combining M.Sc. & Ph.D. - Physics at Ben-Gurion University

- Specializing in Lasers and Electro-optics
- Research Topic: The Expansion of Blast By-products of Lead Azid through different Environments and its Effect on the Population of the Lead Atom

1986-1989 BSc in Physics in the field of Electro-Optics and Computers – Ben-Gurion University

Military Service

IDF Air Force – Operations

Languages

High-Level English, including business oral and correspondence, presentations and complex negotiations.

List of Publications by Dr. Tsvika Ben-Porat

1. **Book:** Three's a company: For Entrepreneurs and Entrepreneurs In the Making, [Tsvika Ben-Porat](#), CreateSpace Independent Publishing Platform (2013) ASIN: B009W5QSPA
2. **Book:** אופיר ביכורים, 2012, ד"ר צביקה בן פורת, אדם, יזם ומנהל
3. Tsvi Ben-Porat: " The Gap between Demand & Supply and the Need for Support in New Technology-Based Ventures " (PhD, 2007).
4. Bar, T. Ben-Porat, A. Cohen, D. Heflinger, G. Miron, Y. Tzuk and S. Rosenwaks, "Studies of Short Wavelength Chemical Lasers: Enhanced Emission of Pb Atoms Following Detonation of Lead Azide via a Supersonic Nozzle", SPIE 1397, 169 (1991).
5. Y. Tzuk, I. Bar, T. Ben-Porat and S. Rosenwaks, "Dynamics of the Detonation Products of Lead Azide. I. Hydrodynamics", J. Appl. Phys. 71, 4693 (1992).
6. D. Heflinger, I. Bar, T. Ben-Porat, G. Erez and S. Rosenwaks, "Dynamics of the Detonation Products of Lead Azide. II. Formation of Charged Particles", J. Appl. Phys. 73, 2138 (1993).
7. BAR, T. BEN-PORAT, A. COHEN, D. HEFLINGER, Y. TZUK, and S. ROSENWAKS. "Feasibility studies of a visible chemical laser from the detonation products of lead azide", 23rd Plasmadynamics and Lasers Conference, Fluid Dynamics and Co-located Conferences, ()
8. Y. Tzuk, T. Ben-Porat, I. Bar and S. Rosenwaks, "Real Time Measurement and Control of
9. Particle Number Density and Size in the Detonation of Lead Azide", Appl. Phys. B59, 45 (1994).
10. S. Rosenwaks, I. Bar, T. Ben-Porat, A. Cohen, D. Heflinger and Y. Tzuk, "Feasibility Studies
11. of a Visible Chemical Laser from the Detonation Products of Lead Azide", AIAA 92-3034 (1992)
12. S. Rosenwaks, T. Ben-Porat, D. Heflinger, Y. Tzuk and I. Bar, "Studies of Detonations as a
13. Potential Source for Visible Chemical Lasers", AIAA 93-3206 (1993).
14. Tsvi Ben-Porat: "Detection of Ionic Species in Detonation" (M.Sc., 1993).