

MICHAEL SHAWN GRAY

Executive Force Multiplier | Strategic Operations | Deep Technology Commercialization | IP Strategy & Monetization

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EXECUTIVE LEADERSHIP PROFILE

Board-level executive operator with more than 25 years of experience building, scaling, restructuring, and commercializing deep-technology and energy-adjacent enterprises. Trusted advisor and operating partner to CEOs, boards, and institutional investors in high-ambiguity environments where technical complexity, capital discipline, and execution velocity define outcomes.

Brings a rare ability to amplify leadership teams by translating advanced innovation into durable enterprise value through disciplined operating models, rigorous financial structuring, and scalable commercialization frameworks. Consistently increases organizational effectiveness well beyond baseline capacity by aligning technology, talent, talent, capital, and intellectual property into a unified value-creation engine.

A prolific, relentlessly curious inventor and IP architect, leverages intellectual property as a primary driver of enterprise valuation rather than a downstream technical artifact. Named inventor or co-inventor on more than **160 issued patents** and **340 total filings** across sensing, HMI, battery intelligence, and hydrogen energy systems.

SELECT EXECUTIVE IMPACT

\$300M+

Peak Venture Valuation

\$1B+

Total Tech Revenue (10yr)

90%

Market Share Achieved

160+

Issued Patents

340+

Total Patent Filings

40+

Patent Families

ENTERPRISE VALUE CREATION THEMES

Executive Force Multiplication

Amplifying CEO and board effectiveness through strategic clarity and decisive execution

Enterprise Growth & P&L Leadership

Revenue acceleration and margin optimization in complex technical markets

Organizational Transformation

Rapid stabilization, operating model redesign, and exit readiness

IP Strategy & Monetization

Portfolio architecture, defensibility, licensing leverage, and IP-driven value creation

Deep Technology Commercialization

HMI, sensing, battery intelligence, and aqueous hydrogen systems

Global Partnerships & Supply Chains

Strategic alliances and resilient execution across the US and Asia

PROFESSIONAL EXPERIENCE

BIZGROOM CONSULTING

Managing Director | Fractional Executive

Austin, Texas

2024 – Present

Serve as an executive force multiplier for founders, CEOs, boards, and investors across deep-technology, sensing, and energy systems companies.

- Act as a strategic extension of executive leadership to drive planning, operational execution, restructuring, and commercialization readiness.
- Design enterprise operating models spanning operations, finance, R&D, manufacturing, and supply chain.
- Align IP strategy with capitalization objectives, competitive positioning, and long-term exit outcomes.
- Optimize global partnerships and supply chains to improve margin performance, resilience, and scalability.

HIONIQ LLC

Fractional Chief Operating Officer | Startup Consultant

Houston, Texas

2024 – 2026

Built a clean-energy venture from inception, establishing the foundation for scalable growth in green and aqueous hydrogen technologies.

- Defined the operating model, business plan, and end-to-end corporate infrastructure for an early-stage clean-energy company.
- Architected and led filing of 40+ patents covering aqueous hydrogen production, storage, and conversion-to-energy systems, establishing a durable technology moat.
- Led multidisciplinary technical teams developing next-generation hydrogen solutions to accelerate commercialization timelines.

IONERGY, INC.

Founder | Chief Operating Officer | General Manager | Board Member

Austin, Texas

2024

Founded and structured a battery lifecycle intelligence company addressing quality, safety, and value optimization across the battery supply chain.

- Established corporate structure and commercialization strategy.
- Converted licensed Electrochemical Impedance Spectroscopy (EIS) sensing and controls into a scalable, AI-enabled commercial platform.
- Positioned the company to address critical battery performance and safety challenges across the value chain.

SIGMASENSE, LLC

Founder | Chief Innovation Officer | Board Secretary

Austin, Texas

2013 – 2024

Built and scaled a breakthrough sensing enterprise, serving as both innovation leader and enterprise force multiplier across 11 years of growth.

- Architected growth from early-stage venture to an established company with valuation exceeding \$300 million.
- Co-invented the world's first concurrent touch driver circuit, redefining touch and sensing system architectures industry-wide.
- Led global R&D teams delivering wrist-to-wall touch technologies and high-fidelity sensing solutions.
- Drove creation of 300+ patent filings, establishing long-term defensibility and strategic leverage.

QUANTUM INTERFACE, LLC

Chief Executive Officer | Board of Managers

Austin, Texas

2010 – 2015

Recruited to stabilize and reposition a company in legal and operational crisis.

- Resolved complex investor litigation and restored operational stability within 90 days of appointment.
- Secured the company's first angel investment to support growth and commercialization initiatives.

- Pioneered predictive intent HMI technology that anticipates user needs in real time across gesture, eye tracking, and 2D/3D touch.
- Expanded the business into military, medical, space, and industrial markets emphasizing ultra-low-latency human-in-the-loop systems.

WACOM TECHNOLOGY CO.

Vancouver, WA & Austin, Texas

Director of Global Business Development | General Manager

2007 – 2013

- Pioneered first adoption of multi-touch technologies into HP mobility products
- Built the global gaming products business from inception to \$35 million in annual revenue within four years – 10yr total over \$1B.
- Established OEM and ODM partnerships and launched five product lines across gaming, voting systems, casinos, and point-of-sale markets.
- Expanded the touchscreen portfolio to achieve 90 percent market share in portable computing.

TOUCHKO, INC.

Austin, Texas

Founder | Vice President & General Manager of Operations

1998 – 2007

- Co-founded and scaled a projected capacitive technology company culminating in profitable acquisition by Wacom.
- Invented the first commercially viable projected capacitive sensing system and designed novel supporting manufacturing equipment.
- Delivered high-reliability sensing systems for Department of Defense contractors and mission-critical applications.

INTELLECTUAL PROPERTY & TECHNICAL FOUNDATION

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| Patent Portfolio | Named inventor or co-inventor on 160+ issued patents and 340+ total filings across 40+ patent families |
| Technical Domains | ERP and operational systems, AI subsystems, Aqueous hydrogen energy systems · Predictive intent HMI · Battery lifecycle intelligence · High-fidelity sensing |
| Engineering & Business Tools | 2D and 3D CAD · Additive and subtractive manufacturing environments · Business graphics platforms · AI agents |
| Standards Fluency | ASME · ANSI · API · CE · UL · Others |
| Early Career | Petrochemical engineering and design for high-hazard facilities including BASF, Dow, and Phillips Petroleum |

References and detailed project portfolio available upon request