

# MILTON JAMES VENETOS

PO BOX 3021 • Los Altos, CA 94024-0021  
Phone (415) 420 – 8851 • Fax (415) 946 – 3330  
milt@wyattllc.com

## SUMMARY

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Technical leader and consultant specializing in the creation and use of analytical modeling software packages to help customers solve problems

- Skilled mechanical designer and heat transfer / thermodynamics specialist
- Deep understanding of the power generation industry - Experience with Renewable, nuclear, coal, combined cycle, IGCC and advanced energy systems in a variety of capacities ranging from on site troubleshooting to conceptual design and modeling
- Certified Six Sigma Greenbelt with a diverse and extensive background in engineering, software, and quantitative problem solving
- Outstanding vendor and customer rapport
- Solid track record of providing creative and effective solutions to a broad range of business and technical problems

## EXPERIENCE

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- 04/11 – Present      **AREVA Solar Inc.**, Mountain View, CA  
*Senior Vice President, Product Management*  
Member of the Executive Committee. Lead and manage the development of AREVA Solar's product development road maps. Tailor CLFR to new and expanding markets and applications while exploring new technologies to reduce the Levelized Cost of Energy (LCOE).
- 03/10 – 04/11      **AREVA Solar Inc.**, Mountain View, CA  
(AREVA acquired Ausra forming AREVA Solar in February 2010)  
*Vice President, Systems Engineering*  
Tailored system level solutions and offers of AREVA Solar's Linear Fresnel (CLFR) Concentrating Solar Power (CSP) for customers around the world. Established AREVA Solar's presence in the Indian, South African, Middle Eastern and North African markets by leading technical sales support in those locales while continuing to support business development efforts in North America and Australia. These efforts resulted in AREVA Solar's first 44 MWe commercial project at a 750 MWe coal plant in Queensland and its selection as the preferred bidder by a major player in India's National Solar Mission for a 100 MWe CLFR power plant as well as Australia's Solar Flagships Program for a billion dollar 250 MWe hybrid CLFR power plant.
- 07/07 – 02/10      **Ausra, Inc.**, Mountain View, CA  
*Director Performance Engineering* – Developed system performance, costing and pricing models for Ausra's stand alone power and process / booster Linear Fresnel (CLFR) solar thermal steam generation plants. Represented Ausra in technical due diligence meetings with financial and strategic partners as well as potential investors, customers and acquirers. Built analytical models to design and optimize key components in the power block as well as solar field for maximum efficiency per cost. Built, maintained and ran Ausra's main performance model to provide technical sales and application engineering support to Ausra's commercial team to help screen and respond to project opportunities all over the world.

04/04 – Present

**Wyatt Enterprises, LLC**, Los Altos, CA

*Principal and Senior Consultant* – Provide software development and engineering consulting services to the medical device and energy industries. Select projects include:

- Mechanical design: Designed the cooling system (chiller) and major resonator components for a high power, 532 nm diode pumped solid state surgical laser. This laser was brought to market ahead of schedule and led to the ~\$715M sale of the client company.
- Software development: Enhanced GateCycle's Boiling Water Reactor (BWR) icon.
- Training: Conducted on-site GateCycle training for customers around the world instructing hundreds of engineers over the years on GateCycle and power plant modeling.
- Consulting: Built detailed GateCycle models of multiple coal and gas fired power plants located around the world.
- Consulting: Developed a detailed GateCycle model of a synthesis gas fired General Electric 7FB gas turbine and oxy-fuel combustion cycles for the US Department of Energy.

04/99 – 04/04

**The General Electric Company**, Menlo Park, CA

*Product Development Manager* – Planned and led new power plant performance modeling software product development (\$2.6M budget for 2003). Managed a team of 6 domestic and 4 off-shore (in India) developers, plus 3 consultants.

*Senior Mechanical Engineer* – Lead developer of GE's GateCycle software. Oversaw and coded more than \$2M in contracted enhancements to GateCycle from 2000 - 2004. Provided highly acclaimed customer support and training, documentation and consulting.

02/96 – 04/99

**Onward, Inc.**, Mountain View, CA

*Senior Consultant* – Developed and grew Onward's configuration modeling electronic commerce practice to a team of 4 consultants. Provided configuration modeling and project management services for Amdahl, Cisco, Sun, Lanier, and 3Com. Participated in the development and launch of a new call center agent-scheduling application with Blue Pumpkin Software. Established professional-service materials and practices to support the rapid growth and widespread success of an industry-leading workforce optimization product.

02/93 – 01/96

**Enter Software, Inc.**, Menlo Park, CA

*Mechanical Engineer* – Developed and implemented the Efficiency MAP online performance monitoring system. Managed and performed installation of the Efficiency MAP system in 10 U.S. combined cycle power plants and one IGCC plant. Constructed detailed power plant models using GateCycle. Improved modeling algorithms and procedures. Trained and mentored several interns and new employees. Provided documentation, customer training and support.

## EDUCATION

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**Stanford University Thermo-Sciences Division**, Stanford, CA  
M.S., Mechanical Engineering

**Worcester Polytechnic Institute**, Worcester, MA  
B.S., with Honors, Mechanical Engineering with Aerospace Option

**University of California Extension, Berkeley & Santa Cruz, CA**  
Continuing Education classes in C++, Corporate Finance, and Java

## AFFILIATIONS

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- Member Pi Tau Sigma – Mechanical Engineering Honor Society
- Member American Institute of Aeronautics and Astronautics (AIAA)
- Member American Society of Mechanical Engineers (ASME)
- Certified General Electric Six Sigma Greenbelt

## COMPUTER SKILLS

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- *Languages:*  
C and C++, Java, FORTRAN, Visual Basic, Perl, HTML, SQL
- *Operating Systems:*  
UNIX, Linux, Windows, Mac OS X
- *Applications:*  
SolidWorks, Solidworks Simulation, ALGOR, Visual Studio, GateCycle, ThermoFlow, TRNSYS, MATLAB, ModelCenter, MS Office, Open Office, MS SQL Server