

Sym-Smith, David

<b>Page: Nomination Form</b>
<b>Nominee's First &amp; Last Name (or contact name for nominated company)</b> Sym-Smith, David
<b>Nominee's Business Title</b> Venture Partner
<b>Nominee's Company Name</b> Mobility Ventures
Please select the nomination category
<b>Category</b> Technology Advocate

## **1. Describe briefly the company's business and industry sector.**

David Sym-Smith: CEO, Founder, investor, mentor, and advisor to multiple corporations and start-ups. Proven mobile industry leader with extensive experience. Solid record of building multi-million dollar operations from scratch along with profitable exits.

David has served in leadership positions of global corporations (GTE, at&t, T-Mobile, Sprint) as well as multiple startups. He has a proven record of success in launching new markets, turnarounds, starting new business groups, introducing new products and services, winning market share and exceeding revenue and sales goals.

Conceived and implemented business strategies that have delivered differentiation, market leadership, rapid growth and strong bottom-line results in highly competitive markets.

Mobile industry expert with broad experience in mobile media, mobile commerce, mobile health and Location Based Services. Has led the development of several industry firsts: High precision indoor tracking / positioning (IndoTraq), Venture Partner at a leading Mobile VC (Mobility Ventures); Launched from scratch the first PCS and GSM network in the U.S (Sprint Spectrum); Mobile ATM, Mobile Claims Processing (Insurance Industry).

## **2. Provide a list of up to eight (8) companies that are the nominee's technology clients and a brief description of each client's company.**

1. Board of Advisors and Interim CEO – **IndoTraq** (Dallas, TX) has developed one of the fastest and most precise wireless indoor tracking system in the world. It has a precision of sub 5 mm indoors through walls, range of 100 m and updates at a rate of 200 times per second. The outdoor range can reach up to 200 m on a single system.

IndoTraq introduced its featured product VRTraque. The user wears a wireless VR headset, and is able to fully immerse in their own Virtual Reality. VRTraque allows the user to walk freely, unrestrained, it is completely wireless. VR will transform how we shop, play and live.

By 2020, VR/AR is projected to reach \$150B in revenue. (Digit-Capital).

Given the extreme precision and high refresh rate of this solution, there are multiple applications for the technology that will positively change many industries such as virtual reality (VR), augmented reality (AR), digital entertainment (concerts), military (simulation), wearable's - activity tracking, healthcare, manufacturing and autonomous robots and drones, just to mention a few.

**Creating whole new market opportunities.**

**2. Venture Partner - Mobility Ventures** is a Venture Capital and Advisory services firm. We are a selective hands-on firm focusing on emerging companies across the

Mobile Ecosystem: Mobile Media, Mobile Health, Digital and Online Marketing, Business Intelligence, and Location Based Services (LBS).

Mobility Ventures is also a strategic Consulting and Advisory firm that works with leaders to transform strategy into reality. We help our clients around the world with mobile development, develop market strategies, enter new markets, defend existing ones, improve performance and profitably invest resources.

Some recent activity:

i. AdMarvel (sold to Opera) - is a mobile advertising optimization platform

ii. **Indoor Atlas** - Indoor positioning systems (IPS) locate people or objects inside a building using radio waves / magnetic fields

3. **Entegra Technologies** (Dallas, TX) – designs, manufactures and markets commercial grade mobile computing devices with a modular / configurable platform. Ultra modular hardware / software architecture. Customizable.

4. **Sun To Water** (Dallas, TX) - unique water-generation appliance that addresses global water shortages by producing inexpensive, abundant volumes of potable drinking water from Earth's atmosphere. The Water Generator makes drinking water from the air, even in desert conditions.

5. Mentor - REVTECH (Retail Technology Ventures) is a venture accelerator and seed fund dedicated to identifying and developing the best early-stage, high-growth ventures focused on tech for restaurant, retail and hospitality.

i. The Citizenry – a globally inspired home décor brand

6. Mentor - Health Wildcatters is a mentorship-driven seed accelerator focused on early stage healthcare technology and mobile health startups.

i. Socrates Health Solutions – Mobile Health product is a wearable providing glucose trend information on the wearer's mobile device

7. **Advisor Technology Commercialization – Texas Tech** - Moving research products into commercial applications.

i. **Mommy Meds** – Mobile solution and information on the use of medications, and the effect during pregnancy and breastfeeding.

8. **Advisor Technology Commercialization – UTD** - Facilitate the commercialization of intellectual property

i. **Texas Biometric Device Center / foundation**

9. Mentor - Collide Village and The DEC (Dallas Entrepreneur Center) is a business support structure focused on stimulating job growth and driving the Dallas economy.

10. Board Member - Technology Entrepreneurs Exchange (TeXchange) of DFW was created to promote the entrepreneurial environment and help develop the next generation of executives for technology and life sciences companies.

**3. Describe how the nominee has demonstrated leadership in the technology community. (50%)**

From creating jobs (local and globally) to triggering economic growth and generating local revenue, to helping launch numerous startups who can be seen in communities across the country. For the majority of these entrepreneurial hopefuls, however, reaching a point of success is not without its challenges.

David has helped remove those challenges for numerous start-ups by blending proven record of success in launching new markets, turnarounds, starting new business groups, introducing new products and services, winning market share guidance needed to make startup success and economic growth in Dallas and across the globe achievable and sustainable.

Through personal mentorship at multiple incubators (RevTech, DEC, Collide Village and Health Wildcatters), in-person training and financial assistance (Mobility Ventures), David gives entrepreneurs / start-ups (some 100) access to leaders who have the resources to support their business goals and the personal knowledge and experiences to educate entrepreneurs on what it takes to launch, manage and grow a successful business.

David helps foster a collaborative environment brimming with experts and thought leaders from major corporations, investment groups, mentors, academic institutions and government entities.

**4. Describe the activities of the nominee within the technology industry, and provide examples of how the nominee assists clients or the community in improving results or accelerating and/or enhancing its business performance. (50%)**

It's my joy and passion to inspire and guide motivated individuals and companies to get ahead and succeed in any endeavor, and also help, educators and employers in profound ways.

I have been very fortunate, as my life has been rich with leadership opportunities. Much of leadership is the willingness to mentor. I am the person I am today because somebody decided to mentor me. But also being a mentor means making an important, serious commitment to people and of time

I suspect this might be true for you as well. Whether you were assigned a mentor through some kind of formal program, or had a coach or teacher who changed your life, or were fortunate enough to find someone who took you under their wing and showed you the ropes — if you've ever achieved anything you know you couldn't have achieved alone, more likely than not you had a mentor.

I am a mentor at the following incubators where I spend significant amount of time working, as much as 20 hours a week, with numerous start-ups:

1. REVTECH (Retail Technology Ventures) is a venture accelerator and seed fund dedicated to identifying and developing the best early-stage, high-growth ventures focused on tech for restaurant, retail and hospitality.
2. Health Wildcatters is a mentorship-driven seed accelerator focused on early stage healthcare technology and mobile health startups.
3. Dallas Entrepreneur Center (DEC) is a business support structure focused on stimulating job

growth and driving the Dallas economy.

4. **Collide Village** – is a milestone driven accelerator where we invest in startups, teach them about entrepreneurship, and help founders brand and commercialize their innovations.

I provide these organizations with the tactical 'How To,' acting as a mentor / catalyst for growth.

Leading by example: If you are not willing to dig in and get your hands dirty, how can you expect others to do the same?

David takes the time to understand what the overall goal of the initiative at hand should be, gets buy-in from the various stakeholders, customer, and sponsors beforehand, and isn't afraid to throw a red flag if there is wavering on the agreed-upon outcome.

For people who are younger and less experienced than you, when you share your knowledge and experiences you can change the world for that person. One of the greatest gifts of value you can give someone is to help them get something into their imagination.

By sharing that "this is a possibility, and it is a possibility for YOU", you can open up entirely new paths in their life. I have had this done for me multiple times, and have done this for others. When you give people new ideas and open doors for them, it truly changes their life.

I love to think that if I mentored one additional person, that more than a few truly great things would come of it: Committed to changing the world (community), one start-up / person at a time.

Recent Example: IndoTraq

I became an advisor / mentor for IndoTraq in 2015 while they were still developing their technology. Working with the company we introduced our first featured product VRTraQ at CES 2016. The user wears a wireless VR headset (Samsung Gear VR), and is able to fully immerse in their own Virtual Reality experience. VRTraQ allows the user to walk freely without using cables or camera. It is completely wireless.

In March IndoTraq released its API, SDK and tools that are easily accessible by app developers who can now build long awaited positioning solutions and apps. We are working closely with multiple leading technology companies to make indoor positioning truly ubiquitous and global, and available to everyone.

As the technology matures and costs decline, VR will increasingly be used for everything from training to marketing and advertising, and in industries such as healthcare, academia, travel, and retail.

**5. Additional comments related to nomination.**

Based in Dallas, IndoTraq is also creating local jobs, triggering economic growth and generating local revenue. Whole new business opportunities could spring up as a result of its game changing technology.

As an industry expert and VC in the mobile industry, I have also taught classes on entrepreneurship to local residents or offer to teach a specialized skill that could be of value to those who have been out of the workforce for a while.

Speaker / evangelist at multiple industry, trade show and business events.

I personally look to give back to my community and have been a donor and am involved with organization like the North Dallas Food Bank, Dallas Opera, The Symphony and the SPCA foundation on a regular basis. This has brought me some of the biggest personal wins and satisfaction. Being a part of something that's bigger than myself will deliver happiness in my life and others.

**Attach an optional document related to the nomination. (i.e. video, powerpoint, website) Judges may or may not review it.**

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