

About TangibleFuture, Inc.

Tangible Future, Inc. helps managers and entrepreneurs create and grow high-tech businesses.

Commonly, **our clients** are people running technology-based businesses, who want help because the value of their business isn't as large as they would like, or isn't growing as fast as they would like. Past clients include large, established companies; startups; and research organizations — in North America, Europe and Asia.

Here are two examples of situations where we can often help. If this sounds like you, please contact us.

- **Businesses with significant revenue** which want to increase enterprise value — faster than the revenue growth rate of the core business.
- **Earlier stage businesses** which want to *accelerate* progress along the path from idea to profitable business; *avoid* missteps along the way; and *maximize* the value of what they are creating.

Our approach generally involves a blend of analysis, strategic advisory services, and hands-on execution — and is uniquely tailored for each engagement to help accomplish a specific, agreed upon, business objective. We focus particularly on markets and industries in which things are changing rapidly, or new disruptive technologies are emerging and creating turmoil.

Our team has a blend of skills, experience and knowledge that makes us **particularly effective**:

- senior management experience in high technology businesses: *we know what its like to be in our client's shoes, and what it takes to succeed;*
- a track record of successful consulting engagements with clients ranging from startups to large multinational companies: *we know how to provide effective help;*
- expertise in both technology and market analysis: *we know how to find out what customers will need several years in the future, and understand what a technology could be capable of by then;* and
- deep industry expertise and a global perspective: *we know already a great deal about the industries in which we specialize, and the activities of their key participants in North America, Europe and Asia.*

The Team

TangibleFuture's business model involves working with a network of specialized, independent industry experts, as well as with industry analyst firms where appropriate. We assemble our teams from this network on a project-by-project basis. We believe this process allows us to assemble the optimal team for each project.

Biography: Richard G. Caro



Dr. Richard G. Caro, CEO and founder of TangibleFuture, Inc., has over 20 years of experience at the intersection of technology and business — as CEO of two startups; CTO of a third; occasional angel investor; and advisor to new business ventures in fields such as communications, life sciences, alternative energy, homeland security, and applications of photonics & nanotechnology. He has been responsible for the development of a number of successful products, and has 23 issued patents.

Prior to founding **TangibleFuture**, Richard held positions as Managing Director at **RHK**, a provider of advisory services to the communications industry; CEO (founder) of **Vital Insite**, a venture-backed start-up company developing continuous, noninvasive blood pressure monitoring devices; Engineering Program Manager at **Coherent**, then one of the two largest laser manufacturers in the world; and V.P. Technology Development (CTO & employee #5) of **Summit Technology**, a pioneer in the laser refractive surgery (LASIK) business. Before entering industry, he was a member of the research staff at **Stanford University**.

Richard received a B.Sc. (Hons) degree from **Melbourne University**, Australia (1977), and a D.Phil. in experimental physics from **Oxford University** (1982) — where he was a **Rhodes Scholar**.

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