

RAYMOND LAU, PH.D.
Résumé, revised February, 2010
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Summary Technology entrepreneur with over twenty years experience. Expertise in providing technological leadership, particularly in matching technology (proprietary and off-the-shelf) to market opportunities in early stage, rapidly evolving environments.

Experience **RAMP Holdings, Inc. (fka EveryZing)** MA, 2/2008 onwards

VP Technology. Content optimization SaaS platform supporting both video and text and sold to media companies including Fox, NBC Universal, and Meredith. A BBN spin-off backed by Fairhaven Capital, General Catalyst, and Accel Partners. Initially responsible for core search, voice recognition, natural language processing and content acquisition technologies. Later took over responsibility for remainder of development team along with operations.

IBM Corporation (Software Group) MA, 11/2005 to 1/2008

Senior Technical Staff Member responsible for search technology within the Content Discovery group. Oversaw integration of search with other IBM products, with focus on WebSphere Commerce.

iPhrase Technologies, Inc. (acquired by IBM) MA, 6/1999 to 11/2005

Co-founder, chief technology officer, and board member. Natural language search and navigation enterprise software provider. Two rounds of venture backing from Greylock, Sequoia, Charles River Ventures, TD Capital, and others. Customers included Charles Schwab, Neiman Marcus, Staples, and CA.

**Spoken Language Systems Group,
MIT Laboratory for Computer Science** MA, 4/1998 to 12/1999

Research Scientist. Co-architect of GALAXY-II second generation reference conversational system architecture for the DARPA Communicator research program in intelligent dialogue-based systems. Worked on over-the-phone voice-based airline flight browsing and urban navigation systems.

PalmCentral.com (later Handango, Inc.) 1/1997 to 2/1999, 8/2006

Founder of PalmCentral. Obtained financing and turned over operational control to professional CEO in February 1999. Today, known as Handango, Inc. – a leading provider of mobile content with close to 40MM in revenues in 2002 when my more active involvement waned. Remained as a board of directors members until 8/2006 at which time most of my ownership, along with that of other early investors, was sold to a new group of venture investors including IVP, ATV, and several others.

Aladdin Systems, Inc. (acquired by Smith Micro) CA, 5/1989 to 1/1995

Contracted with Aladdin as software publisher to commercially market *StuffIt*, a data compression and archival product for the Apple Macintosh, along with a line of derivative works. Initially conceived and developed in summer 1987, *StuffIt* became the standard format for data compression for the Macintosh platform in late 1987 and has remained so to this date.

IBM T.J. Watson Research Center NY, Summers 1992, 1993

Conducted S.B. and S.M. research and worked on various language modelling related projects in the Language Modelling for Speech group.

Education Massachusetts Institute of Technology MA, 9/1993 to 3/1998

Ph.D. in Computer Science. Dissertation completed March 31, 1998 entitled *Subword Lexical Modelling for Speech Recognition* under the supervision of Dr. Stephanie Seneff. Uses a probabilistic, hierarchical, layered framework based on a context-free description to model subword lexical structure within phonetic recognition, word-spotting, and continuous speech recognition systems. Other issues encountered include search and integration with natural language parsing.

S.M. in Electrical Engineering and Computer Science, May, 1994. Thesis entitled *Adaptive Statistical Language Modelling* under the supervision of Dr. Salim Roukos (IBM T.J. Watson Research Center). Explored a statistical maximum entropy language model employing the use of “trigger words” (words likely to have a correlation with other words occurring later).

S.B. in Computer Science and Engineering, May, 1993

Stuyvesant High School NY, 9/1985 to 6/1989

- Miscellaneous**
- 7 U.S. patents issued, several others pending.
 - Technology Review magazine’s “TR100: The Innovators Under 32 Who Will Create the Future,” 2002.
 - TransPacific magazine’s “Top 40 Asian American Professionals” in Hi-Tech category, August, 1996.
 - MacUser UK magazine’s Lifetime Achievement award, November, 1995.
 - MacUser (US) magazine’s Van Alstyne Rising Star award, March, 1990
 - Westinghouse Science Talent Search (now Intel STS) honors group (semi-finalist), May, 1989.
 - IETF (Internet Engineering Task Force) Privacy Enhanced Mail (email encryption) working group January, 1993 to July, 1995.