

**Marco Messina**  
**Professional Experience Summary**

**Bank of Montreal** – International Banker; international operations process improvement; capital budgeting for the largest private data center in Canada

**Seafirst Bank** - Corporate Finance (issuing of debentures/capital debt, common stock, international commercial paper; feasibility and industry analysis studies; M&A; General management of a data services subsidiary)

**Rom Labs** – Electronics and telecom IP development, electronic software distribution

**Seattle University** - Entrepreneurship lecturer, Professor Mgt. Information Systems, Advisor for international development programs (micro lending in Ghana and Kenya)

**Fenix Consulting** – Small and medium size business (SMB) ERP accounting and operations control systems, custom software development

**National Scientific Corp** (NSCT:OTC), President & COO - IP protection and commercialization, semiconductor research, prototyping, licensing, M&A

**Computer Associates** – Southern US Regional Manager Consulting Services (Fortune 500 clients - IT services)

**Traffic Technology** (TRFT:OTC), CEO - IP commercialization, global distribution

**SafeTnet Consulting** – International marketing consulting, IT services

**Maricopa Colleges Small Business Development Center (SBDC)** – Business counseling; relations with innovation focused industries (VC and angel investors, universities and emerging technology industries clusters, federal and state innovation funding grants); development of SBDC programs, teaching methods and educational technologies

Consulting Clients and Industry Experience

Investment banking

Commercial paper financing

Regional and community banks

Leasing financial institutions

Microfilm archival services

Payroll services

Mortgage servicing

Mortgage lending

Recruiting (IT, healthcare)

Manufacturing (plastics extrusion, vacuum forming, printed circuit boards, computer assembly, video projection equipment, bakeries)

Retailing (appliances discount warehouse, 10 stores grocery chain)  
Professional services (architects, law firms, RE developers, structural engineers)  
Hospitals (examination rooms scheduling and logistics)  
Amusement parks  
Office rental suites  
Restaurant operations management  
Consolidated credit bureau reporting/verification  
Seed growers  
Fishing  
Ocean container multimodal transportation (China, Hong Kong, Taiwan, Japan, USA)  
Customs brokerage  
Chemical manufacturing  
Household products manufacturing  
Industrial water reclamation  
Inertial motion sensors (radio controls, automotive, VR applications)  
Training simulators  
IT network security

### International Business - Country Experience

Canada (B) (M)  
Mexico (M)  
Italy (C)  
France (D)  
Switzerland (D)  
Germany (C)  
Sweden (D)  
Belarus (M)  
Russia (M)  
Siberia (M)  
Japan (M)  
Australia (D) (B)  
Hong Kong (D)  
China (D)  
Singapore (D)  
India (D)  
South Africa (M)

(C)onsulting, (M)arketing, (D)istribution, (B)anking