Richard Fincher
Expert Witness | Executive Consultant

Dallas, TX fincherr@richard-fincher.com
(214) 616-2844 www.richard-fincher.com

Expert Witness and Executive Consultant with over 40 years of engineering, manufacturing, and executive leadership experience. Provides expert witness, litigation consulting, and executive advisory services across manufacturing, software, industrial automation, and advanced technology industries.

- Semiconductor Manufacturing
- Software Engineering
- Industrial Automation
- Manufacturing Operations
- Industry Practices
- Technology Commercialization
- Intellectual Property
- Trade Secrets
- Industry Economics

KEY ACCOMPLISHMENTS

- Testifying and consulting expert in U.S. District Courts, the ITC, international arbitration, and foreign litigation.
- Prepared expert reports, rebuttal reports, declarations, deposition testimony, and trial testimony across semiconductor, software, manufacturing, and valuation matters.
- Executive leadership of global engineering and manufacturing organizations with P&L responsibility exceeding $240 million.

EXPERIENCE

Richard Fincher Consulting LLC **Expert Witness and Executive Consultant** 2015–Present
Independent consulting practice providing expert witness, litigation consulting, and executive advisory services in semiconductor, software, and industrial technology matters.

- Testifying and consulting expert addressing technical, commercial, and industry-practice issues in complex litigation.
- Prepared technical and commercial analyses supporting expert reports, rebuttal reports, declarations, deposition testimony, and trial testimony.
- Engagements include semiconductor manufacturing economics and valuation, ASIC cost and yield analysis, software copyright and trade secret disputes, and industrial automation.
- Conducted complex technical and business analyses involving source code, manufacturing processes, capacity and utilization, market conditions, commercial transactions, and industry practices.

Ion Instruments **Founder, CEO** 2018–2019
Process Control with Mass Spectroscopy Instrumentation.

- Early-stage start-up, created the business plan, financial market analysis, and cash flow plan.
- Spearheaded technology and manufacturability design, IP protection, and funding.

Pulse Electronics **Director of Global Engineering** 2013–2015
A $400M electronics firm in magnetics, antennas and connectors serving LAN, telecom, and automotive markets.
Led 8 direct and 300 indirect engineering reports at a U.S. design center, a China design center, and China and USA manufacturing centers. Led research and development of new products, intellectual property and patent management, and electrical, mechanical, process, test, NPI, automation, and manufacturing engineering.

P&L Management:

- $4.6M annual savings by optimizing manufacturing process at two China plants.
- $240M P&L responsibility; managed a $10M engineering budget supporting $400M in revenue.
- Reduced R&D expense by $2.7M to 3.4% of projected revenue, well below the 5% target.

Marketing and New Product Development:

- Designed and launched 240 new product designs within 90 days, creating a $43M annual revenue stream.

- Developed three disruptive technology product lines from market feasibility through production.
- Created and implemented a global New Product Development process, reducing time to market from 18 to 6 months.

Leadership:

- Restructured the engineering and manufacturing organization in Asia and North America.
- Following a private equity acquisition, transformed global divisions into local business units.

Scaled Power Generation Technologies **Founder, CTO**, **VP Engineering** 2012–2013

A vertical wind turbine startup firm creating small to mid-size wind generators for commercial applications.

- Created the business plan, market analysis, and cash flow plan for the early-stage start-up.
- Spearheaded technology and manufacturability design, IP protection, and funding.

Knorr-Bremse, NYAB-TDS **Director of Engineering, General Manager** 2009–2012

Knorr-Bremse at $5.4B is the leading worldwide supplier of braking and rail simulators.

Division leader for Sales, Operations, and the Project Management Office (PMO), with responsibility for Software, Systems, Mechanical, and Senior Staff. Reported to the President of global operations. Led 10 direct and 177 indirect FTEs with a $28.4M annual budget developing locomotive control systems and training simulators for global applications.

P&L Management:

- Increased annual revenue from $9M to $42M within three years while achieving 58% EBITDA and expanding global operations.
- Created a 45-person offshore development program in India, reducing annual salary expense by $3.7M.
- Saved $1.6M through strategic relocation of the organization with 99% staff retention.

Leadership:

- Realignment and turnaround of the Train Dynamic Systems Division, resulting in a $33M increase in annual sales.
- Turnaround of a $4.5M multinational simulator-training project within the first 100 days in the role.
- Implemented a CMMI and Lean Six Sigma program to improve organizational process and quality.
- Patent portfolio and intellectual property management.

Operations and Project Management:

- Created and implemented a PMI-based core process and Enterprise Project Management framework across two product lines.
- Implemented Project Portfolio Management for 60+ major projects representing a $270M commitment.

Sales and Marketing:

- Closed $24M in 2011 sales through customer facing interactions at the president and vice-president levels.
- Directed international marketing team and created a long-term marketing and product development strategy.

STMicroelectronics, Inc. **Senior Engineering Manager, Americas** 1994–2009

STM is the world's 5th largest semiconductor manufacturer with over $12 billion in revenues.

Engineering and production management for multi-site operations in the Americas, Europe, and Asia. Led 30 direct and 120 indirect multinational technical staff supporting 24/7/365 operations, with a $20.1M budget and $409M in capital equipment investment in the Americas region. Global customer-facing responsibilities. Patent and intellectual property management.

- Created and globally implemented automation and statistical process control systems that reduced operator error rate to zero, reduced cycle times by a factor of 3, and reduced rework from 15% to less than 2%.
- Led multi-site consolidation of U.S., European, and Asian test operations, reducing annual labor expense by $17.3M.

- Achieved 'zero defect' quality requirements and $2.6M in cost savings protecting $1.6 billion in annual revenue. Led product and process quality transformation using Six Sigma, ISO, and TQM methodologies, contributing to the Malcolm Baldrige Award. Enabled critical certifications, including ISO 9001 and TS 16949.

Schlumberger Geco-Prakla, Inc. **Project Leader / Software Engineer** 1991–1994
The world's leading oilfield services provider.

Software and systems development, design, coding, deployment, and support for embedded processor wireless seismic instruments used in shallow water oil exploration. Migrated engineering department from CMM level 0 to level 2, reducing defects 500%.

Brandt Engineering, Inc. **Division Manager / Designer** 1982–1991
A major commercial design/build mechanical contractor.

Directed the Controls and Automation Division. Led on-schedule, under budget development of electronic and microprocessor-based control systems for energy-efficient "smart building" automation solutions used in high-rise office buildings and commercial architecture. Designed pump/valve systems for large-scale commercial chilled water systems.

- Managed project lifecycles including scope control, cost estimation, and subcontractor selection; directed purchasing, staff training, sales support, and technician supervision.

Core Laboratories, Inc. **Engineering Technician, Millwright** 1978–1981
The world's largest advanced independent provider of laboratory instrumentation and petrophysical services to the oil and gas industry.

Directed the field installation of large-scale core sample processing systems in Midland, Texas and Casper, Wyoming.

- Constructed laboratory equipment used to analyze rock core samples and oil exploration fluids and gases.

EDUCATION

Southern Methodist University	**Master of Business Administration** 2002 Management, Finance, International Entrepreneurship
Southern Methodist University	**Master of Science: Computer Science** 1994 Doctoral-level study and faculty-directed work in computer science and software engineering.
University of Texas	**Bachelor of Science: Computer Science** 1991

CERTIFICATIONS & ASSOCIATIONS, INTERNATIONAL & LANGUAGES

Certifications:	**PMP - Project Management Professional Certification** **LSSMBB – Lean Six Sigma Black Belt & Master Black Belt Certifications**
Professional Affiliations:	IEEE – *Institute of Electrical and Electronics Engineers,* PMI – *Project Management Institute,* ISA – *International Society of Automation*
International Experience:	Brazil, China, Japan, Hong Kong, Singapore, France, Italy, (Australia, Egypt, Canada, Mexico, Great Britain, Germany).

PROFESSIONAL PROFILES & LINKS

Professional Website	https://richard-fincher.com
LinkedIn Profile	www.linkedin.com/in/richardfincher
SEAK Expert Witness Profile	https://www.seakexperts.com/members/21030-richard-fincher
Experts.com Expert Witness Profile	https://www.experts.com/expert-witnesses/semiconductor-expert-witness-richard-fincher