



## **Section 1: Profile Statement**

Experienced, motivated, and energetic professional with a strong background in consulting, facilitating, coaching, mentoring, and team management. Key strengths include technology transfer management, technology incubation, technology acceleration, innovation, entrepreneurship, working with SMEs, and team leadership. Well-organized and action-oriented problem solver who thrives on innovative challenges with a focus on bottom-line results. Excellent interpersonal skills developed in various working environments, including public service and research organizations.

## **Section 2: Experience Highlights**

With over 30 years of experience, collaborated with entrepreneurs, companies, government organizations, and regional ministries in entrepreneurship, technology incubation, technology acceleration, innovation, technology transfer, and leadership. Worked on workshops for technology transfer managers in various regions to enhance their capabilities in technology transfer. Additionally, mentored and coached entrepreneurs, researchers, and academicians to commercialize their research findings.

Mentoring, consulting, and facilitation experience span globally, including engagements with renowned companies such as British Telecom, Shell, ExxonMobil, and DHL, as well as organizations like the Institute of Public Administration Malaysia and the Malaysian International Chamber Of Commerce and Industry. Served as a judge and mentor in prominent business plan competitions like the HSBC Business Plan Competition and McKinsey's Business Plan Competition.

One of the significant contributions was developing the Malaysian National Uniprenuer Development Programme (NUDP) at the Multimedia Development Corporation (MDC), a government agency focused on incubation programs for university researchers and students to initiate successful commercialization activities. This program was implemented across 12 universities in Malaysia, leading to the establishment of the National Incubator Network, where served as a founding member.

Held Visiting/Adjunct Faculty positions at several universities in Malaysia and India, teaching Entrepreneurship and Management of Technology at both undergraduate and master's levels. Furthermore, conducted innovation workshops and consulting for organizations in both public and private sectors, including premier research centers such as CIMAP, Lucknow, a part of the Council of Scientific and Industrial Research of India.

Currently, driving innovation for multiple companies and universities in Canada, Malaysia, and India. Also consulted for Malaysian Government agencies on technology incubation, innovation, and entrepreneurship, including recent work with the Malaysian Government Agency (Agency Innovasi Malaysia) under the Prime Minister's Office on industry-driven innovation projects. Additionally, authored two books on entrepreneurship and incubator operations.

The platform, <http://www.vibazone.com>, serves as an incubation cum accelerator for technology and business, sharing insights from over 20 years of experience in incubation, entrepreneurship, innovation, and technology

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transfer. Engaged with the United Nations and the World Intellectual Property Organization (WIPO) in these domains, focusing on creating startups and providing comprehensive support, including guidance on fundraising, team building, and industry connections, essential for successful incubation outcomes.

### **Section 3: Career Progression**

#### **Section 3.1: Founder / Consulting Experience:**

##### **Co-Founder**

**OdrWorld, OdrIndia, OdrChina and the group, Malaysia, India** April 2004 to 2014

- Online Dispute Resolution provider around the world including eBay India

**Co-founder moved on to start a larger startup based in India and Silicon Valley and has exited**

##### **Chief Mentor / Founder**

**Muthu Singaram Consulting, Malaysia** January 2006 to Present

- Provides mentoring, coaching, training and management consulting in Malaysia

##### **Chief Mentor / Founder, India**

**PQMDC** April 2006 to 2014

- Provides mentoring, coaching, training and management consulting in India

**Have exited from this venture**

##### **Managing Trustee**

**Blue Equator Leadership, Innovation and Entrepreneurship Foundation (BELIEF), India**  
April 2010 to Present

- To promote innovation, leadership and entrepreneurship work
- To promote **average** rural students for higher education

##### **Chief Innovation Driver**

**Universiti Malaya, Malaysia** January 2011 to Dec 2011

- To drive innovation and commercialization activities within the University
- To help incubate within the University to setup and expand their business
- To advice the incubation and technology office on best practices and process to manage an effective incubation program

##### **Chief VibaZoner/ Founder**

**VibaZone Private Limited, India**

**VibaZone Private Limited, Canada**

**VibaZone Sdn Bhd, Malaysia** March 2011 to Present

- To build a community of entrepreneurs to promote innovation and entrepreneurship worldwide
- One of the lead consulting firms for the Government of Malaysia for an Agency (Agency Innovasi (Innovation) Malaysia) under Prime Minister 's Office for Industry Driven Innovation
- Mentoring teams in incubation center to be able to successful commercialization

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#### **Chief Executive Officer/ Co-Founder**

**Ultimate Startup Advisors Private Limited, India**

November 2014 to January 2016

- Act as a catalyst to incubators and accelerators around the world

#### **Chief Executive Officer, Incubation**

**Healthcare Technology Innovation Centre at the Indian Institute of Technology Madras (IITM)**

August 2016 to Present

- Healthcare Technology Innovation Centre (HTIC), a multi-disciplinary R&D center, is a joint initiative of Indian Institute of Technology Madras (IITM) and Department of Biotechnology (DBT), Government of India that brings together technologists, engineers, doctors and healthcare professionals, industry and government to develop healthcare technologies for the country. The vision of HTIC is to develop technologies that create impact and drive innovation in healthcare and be a leader known for technical excellence and collaborative spirit.
- HTIC collaborates with leading medical institutions and wide range of industry players in various areas such as ophthalmology, ultrasonography, orthopedics, neonatal care, patient monitoring, to develop and deploy healthcare technologies.
- In addition to technology research and development, HTIC works closely with industry in developing R&D solutions, joint development of technology products, technology assessment and evaluation.
- HTIC also works to develop human resources in healthcare technology in the country through various channels including Innovation fellowships, IITM students and interns.
- The Centre is located in IITM Research Park which has a vibrant technology ecosystem.

#### **Angel Investor and Advisor cum defacto Head, Incubation for several Incubators**

May 2017 to Present

#### **Section 3.2: Teaching Experience:**

**Dean, SMOT Business School**

April 2007 to March 2008

**Chief Education Officer, SMOT Business School**

March 2009 to April 2010

**Professor of Entrepreneurship and Innovation, SMOT Business School**

April 2007 to April 2010

**Current / Past positions:** Adjunct / Visiting / Guest / Professor of Practice / Faculty

Indian Institute of Technology, Chennai

Indian Institute of Technology, Kanpur

National University of Singapore

Virginia Tech

Sri Ramachandra Institute of Higher Education and Research

SRM Institute of Science, National Institute of Design, Ahmadabad

Anna University, Chennai

Great lakes School of Management, Chennai

University Multimedia Malaysia

University Putra Malaysia

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University Malaya

University Technology Petronas

Unity College Malaysia

National Institute of Design, Ahmedabad, India

Loyola Institute of Business Administration, Chennai

Bharathidasan Institute of Management (BIM), Trichy

### **Section 3.3: Professional Experience**

#### **Project Director**

**British Telecom, Malaysia**

September 2004 to December 2005

- Headed the Multimedia Development Corporation STAR Grant project
- Facilitated both local and British researcher to collaborate and produce research papers and patents over the period of the grant
- In one year the team published over 15 papers and 10 patents

#### **Manager**

**Multimedia Development Corporation, Malaysia**

September 2002 to August 2004

- Developed and implemented strategies that will result in the enhancement of the business talent and capabilities of technopreneurs.
- Formulated integrated training programs that address skills gaps applicable to the entire growth process of a ICT/MM SME;
- Sourced, negotiated and developed close relationships with training providers;
- Established benchmarks to measure the success of training initiatives;
- Developed and implemented a framework to introduce centers of excellence for skills based training; and
- Work closely with institutions of Higher Learning to develop and introduce entrepreneurship courses within existing curriculum.
- Founding member of The National Incubation Association

#### **Mentor – Cradle Investment Program**

**MAVCAP, Malaysia**

January 2004 to January 2005

#### **ICT Manager**

2002

November 2001 to September

**Malaysian International Chamber of Commerce & Industry, Malaysia**

- Secretary to the Technology and Education Committee
- Maintained and set-up chamber extranet and internet
- Maintained and set-up chamber web site
- Trained staff in the proper use of hardware and software systems.



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- Chaired seminars on ITC and education related topics

#### **Technopreneur**

March 1997 to November 2001

**Komputer Angkasa Rakyat Sdn Bhd, Malaysia**

**Rakyat Jaya Sdn Bhd, Malaysia**

**Gotchaemail Group of Companies, Malaysia, Australia**

- Responsible for profit and loss management, revenue management and all aspects of general accounting.
- Manage all tenders, quotations, purchases, orders, audits, banking, credit and collection.
- Direct supervision of technical and administration staff including human resource.
- Setup web servers for many companies these include Carsem Semiconductor Sdn Bhd, Carsem Malaysia Sdn Bhd, Lumut Maritime Terminals, Perak Promotion for Mental Health, Royal Ipoh Club, Asian Cycling Confederation the last two were official launched by the Sultan of Perak.
- Maintained the Commonwealth Games 1998 site. (<http://www.commonwealthgames98.com/>)
- Free web base email service. (<http://www.wawasan2020.com/>)
- Free web sites for computer shops in Malaysia.
- Have gained excellence exposure in preparing business plans and venture capital presentation for the messaging solution project.
- Setup of companies in Malaysia, Australia and USA for developing and marketing their product an email client that can download web base and pop email.
- Negotiated successfully a take over by Australian company, which was to be listed, on NASDAQ

**Senior Process Engineer Carsem Semiconductor Sdn Bhd, Malaysia**

November 1993 to March 1997

- Conducted a Design of Experiment to study the life span of saw blade used to saw wafers. This study reduced saw blade usage by RM500, 000 per year.
- Reduced wire bond defect due to epoxy bleeding to 0% from 10% by designing a lead frame test prior to die attach.
- Implemented strict reporting of defects to reduce die count variances from 4% to below 1%.
- Played a leading role in starting up the company's small group activity program to improve quality and productivity.
- Directed startup of Motorola line and wafer mapping with emphasis on new procedure and training.

**Test and Quality Engineer Acme Ferrite Component Sdn Bhd, Malaysia**

March 1993 to November 1993

- Setup Test and Quality department for ferrite products.
- Supervised Engineering group responsible for introduction of new formulation and installation of new equipment.
- Wrote and implemented quality specifications.

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**Research and Development Engineer *Crane Communications, U.K.***

April 1990 to March 1993

- Transferred R & D department from consultant's office to in house this saved the company 50% in cost.
- Wrote programs for more then 100 models of cash registers to monitor transactions online this gave the company more then twice the number of cash registers models it would cater for.
- Coordinated documentation for products with goal of obtaining ISO 9000 registration.

**Research Student *University of Ulster, U.K***

June 1990 to March 1993

- Utilized Engineering techniques to study the change in blood pressure contours effects by various drugs.

**Section 4: Education Qualifications:**

- O'level and A'level (Maths - A Chemistry - B Physics – B) Coleraine Academical Institution, United Kingdom (1979-1984)
- Medicine, Queen's University, United Kingdom (1984-1987) Changed to Engineering in 1987
- Bachelor of Engineering in Electrical and Electronics (Hons), University of Ulster, United Kingdom (1987-1990)
- Master of Business Administration, Multimedia University at Cyberjaya, Malaysia (Nov 2000- Aug 2002)
- Ph.D., The Indian Institute of Technology Madras (IITM), India (Jan 2017 – 2022) A Study Of Translational Research In Health Care In India: A Multi-Case Studies Approach

**Section 4.1: Academic Projects:**

- Final year Engineering Project – Recording patients' EEG using smart card
- Research project – Cardiac Modelling using Windkessel Model
- MBA Final Project – Case Study – Strategies for Malaysia Airport Holding Berhad

**Section 5: Professional Qualifications / Affiliations**

- Member of the Institution of Electrical Engineers (U.K)
- Chartered Electrical Engineer Institution of Electrical Engineers (U.K)
- Chartered Engineer Engineering Council (U.K)
- European Engineer (Eur Ing) European Federation of National Engineering Associations
- Registered Engineer with the Board of Engineers Malaysia
- Awaiting award from Institution Engineers Malaysia for Member and Professional Engineer
- An appointed Interviewer for candidates applying for Corporate Membership of the Institution of Electrical Engineers (U.K.)
- Member Madras Management Association
- Chartered Member TIE
- Certified corporate director Institute of Directors.
- Member Institute of Directors.





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## Section 6: Certificate of Completion / Achievement

- Statistical Method, Taguchi Method to Quality Optimization, Design of Experiments, Carssem Semiconductor Sdn Bhd
- Wafer Mapping, ESEC Industries (Far East) Pte Ltd
- Coaching and Counselling, Hong Leong Management School
- Management Problem Solving and Decision Making Programme, Kepner-Tregoe, International
- Supporting Windows NT 4 Core Technologies, New Horizons Computer Learning Center
- Square U.K Methodology, Square U.K
- Business Strategies Creating, Planning, Execution and Evaluation, Sage Business Service
- Bootcamp0: You Can Innovate: User Innovation & Entrepreneurship, MITx
- Developing Breakthrough Innovations with the Three Box Solution, DartmouthX
- Executing Breakthrough Innovations with the Three Box Solution, DartmouthX
- Leading Innovation with Vijay Govindarajan (Professional Certificate), DartmouthX
- Entrepreneurship in Emerging Economies HarvardX

## Section 7: Publications

- **Automedica 1994** – “The Application Of Pspice In The Assessment of Blood Pressure Pulse Contour Models Based On Windkessel Networks.”
- End-to-end based QoS provisioning in all-IP network See Leng Ng; Hoh, S.; Singh, D.; Fang Liang Lim; Wisely, D.; Singaram, M. Wireless Communications, Networking and Mobile Computing, 2005. Proceedings. 2005 International Conference on Volume 2, Issue , 23-26 Sept. 2005
- Developments towards All-IP mobile networks Wisely, David; Aghvami, Hamid; Singaram, Muthu 3G and Beyond, 2005, 6th IEE International Conference on Volume , Issue , 7-9 Nov. 2005
- Comparative Study of Adaptive Quality of Service Mechanisms in Wireless LAN's D. Singh, S. Hoh, S.L. Ng, A.L.Y. Low, F.L. Lim, and M. Singaram Networks and Communication Systems – 2006
- New Biotechnology 2017 – “The biotechnology and bioeconomy landscape in Malaysia” Mahaletchumy Arujanan and Muthu Singaram
- **Socio-Tech Innovation**, Editors: Poonamallee, Latha, Scillitoe, Joanne, Joy, Simy, Harnessing Technology for Social Good, Chapter Lifting the Lid Off the Toilet—Understanding the Indian Context and A Case on Samagra Empowerment Foundation, Aparna Venugopal, Dave Fordee and Muthu Singaram
- Singaram M, Muraleedhran VR, Sivaprakasam M. Cross fertilisation of Public Health and Translational Research. J Indian Inst Sci. 2022 Aug 10:1-20. doi: 10.1007/s41745-022-00317-w. Epub ahead of print. PMID: 35968232; PMCID: PMC9364283. (**Scopus Q1**)
- Muthu Singaram, Muraleedhran VR & Sivaprakasam, M. (2022). Translational research in health care: A qualitative analysis of 24 case studies in India. Journal of Health Management (**Scopus**)

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- Singaram M, Muraleedhran V, Sivaprakasam M. Translational Research in Health Care: A Paradigm Shift from Traditional Research. MAMC J Med Sci [Epub ahead of print] [cited 2022 Jul 25]. (**Directory Of Open Access Journals(DOAJ), Indian Science Abstracts**) Available from: <https://www.mamcjms.in/preprintarticle.asp?id=350871>
  - Muthu Singaram, Muraleedhran VR & Sivaprakasam, M. (2022). A Future Framework for Diffusion of Innovation in Indian Healthcare Research", for the 82nd Annual Meeting of the Academy of Management taking place August 2022.
  - Muthu Singaram, Muraleedhran VR & Sivaprakasam, M. (2022). A Framework for Future Indian Healthcare Translation Research, International Conference On 'Interdisciplinary Research InTechnology and management',. (Accepted to be published in Taylor and Francis ). <https://irtm.smartsociety.org/>. (**Selected best presenter and paper**)
  - Singaram, M., Muraleedhran, V., Sivaprakasam, M., Pathak, S. (2022). Monetization Canvas Framework to Efficiently Assess the Impact of Research Outcome. In: Evangelos Markopoulos, Ravindra S. Goonetilleke and Yan Luximon (eds) Creativity, Innovation and Entrepreneurship. AHFE (2022) International Conference. AHFE Open Access, vol 31. AHFE International, USA. <http://doi.org/10.54941/ahfe1001509>
  - M. Singaram, Muraleedhran VR, M. Sivaprakasam and S. Pathak, "Adapting The Quadruple Aim For The Benefit Of The Stakeholders In Academic Healthcare Research," **2022 IEEE Technology and Engineering Management Conference (TEMSCON EUROPE)**, 2022, pp. 146-151, doi: 10.1109/TEMSCONEUROPE54743.2022.9801924.
  - Muthu Singaram 2022 . Reverse Innovation in Healthcare from India . 1st International Congress for Innovation in Global Surgery (ICIGS 2022) (Accepted to be published in Journal of Global Surgery). <https://surgicalinnovations.org/>

#### Section 8: Books

- Entrepreneurship: **A Hands-on Guide to Starting Your Business**
- Greenfields: **Suggested Standard Operating Procedures for Incubators.**

#### Section 9: Conference and Magazines

- Have presented in many conferences in the region on leadership, innovation and entrepreneurship.
- Contribute regularly to major magazines

#### Section 10: Other Skills

- Adept in using Microsoft Office, Lotus Smart Suite, Internet and Networking.



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- Working knowledge in QB, C++, Assembly Language, Perl, Java and Html.
  - Fluent in English, Malay and Tamil. A little verbal understanding of Cantonese and Japanese.

**Section 10: Interest**

- Travelling, Learning, Hockey, Swimming, Reading, Golf, Soccer, and Collecting Caps.