



Steve Klopf

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Business Operations Contractor at IDEO U
San Francisco, California | Internet

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Summary

Operations Executive with 15 years of experience in Bay Area technology SAAS companies as an agile leader driving logistics and operations management across sales, business development, and customer success.

Experience

Business Operations Contractor

IDEO U

February 2016 – Present (2 months) | San Francisco Bay Area



IDEO U is an online school where anyone can unlock their creative potential through design thinking and collaboration. IDEO U is part of IDEO, an award-winning global design firm that takes a human-centered, design-based approach to helping organizations innovate and grow.

Majority Shareholder

Lormac Plastics, Inc. (Acquired by Calforma)

October 2006 – July 2015 (8 years 10 months) | Greater San Diego Area



As an owner of Lormac, I spent most of 2015 working on the sale of the company. The company was acquired in Q3 of 2015.

Lormac Plastics, Inc. (www.lormac.com)

A services manufacturing company. Lormac Plastics specializes in providing CAD/CAM, rapid prototyping, and thermoforming production of custom plastic parts for a variety of modern design, medical device, and technology industries.

SVP Business Operations

Flite

May 2008 – May 2014 (6 years 1 month) | San Francisco Bay Area



Flite is the premium SAAS programmatic creative platform for brands and publishers. Flite offers a programmatic creative platform to empower professional advertisers to deliver HTML5 ads that live up to the expectations of today's consumers.

SVP Operations

antarasystems

May 2004 – May 2008 (4 years 1 month)

Antara Systems offered a SAAS Real-Time data exchange for the advertising industry to manage advertising requests between publishers and networks. Antara's software handled billions of monthly ad requests.

COO

Grant Media, LLC

July 2001 – April 2004 (2 years 10 months)

Grant Media, LLC, (founded by Gary Kremen - Match.com) was a pioneering company in the online search and sponsored advertising industry. We designed and oversaw the creation of a self optimizing Pay Per Click "metasearch" engine, which matched affiliate search requests with multiple partner search results in real-time. Grant Media grew to serve thousands of self service advertisers.

Founder

Mesh

March 1998 – April 2001 (3 years 2 months)



In 1998, I founded Mesh, a networking and software integration company. The Mesh client base was located in the San Francisco Bay Area and provided services including design, installation, and maintenance of Local Area and Wide Area Networks (LANS/WANS). Mesh also designed and developed custom database driven applications including a budget accounting application and a Media Management application for the department of Public Affairs at UCSF and Stanford. The Media Management application was developed for archiving, searching and distributing documents and other media related data. Mesh client base was sold in 2001 and I have kept the domain name for my personal use.

General Manager - Partner

Biocom Inc.

February 1992 – March 1995 (3 years 2 months)

Biocom Inc. was a pioneering manufacturer of full duplex telemetry radios and consoles used by paramedics to communicate with physicians supervising them from a hospital base station. The Biophone provided direct communication with the emergency room and were able to send real-time EKG's and patient vital signs when needed. All communications and telemetry were recorded on the hospital console for training and legal purposes.

The company was founded in the early 1970's. We purchased Biocom in the early 1990's and upgraded the electronics and design of the famous BioPhone and hospital console. We also developed and released a hand-held unit that connected with the Biophone which was left in the vehicle and used as a repeater to allow for more mobility in the field.

Biocom units were used across the nation by cities, counties, towns.

The original BioPhone was donated to the Smithsonian's National Museum of American History because of its public service. It is now on display in Washington, D.C

We sold Biocom in March 1995.

<https://en.wikipedia.org/wiki/Biophone>

UHF-Telemetry-Radio-Development

Patents

Digital Advertising System for Digital Signage ›

United States

An exemplary embodiment includes an advertising auction system that has an administration server for managing available advertising space and advertising auctions. One or more publishers can list available advertising space at the administration server and one or more advertisers can bid on the available advertising space. The winner can have an advertisement placed at the available advertising space made available by the one or more publishers for a period of time.

Inventors: Steve Klopf, John Yu

Volunteer Experience & Causes

Campaign Treasurer

Jill Wynns for School Board San Francisco Unified School District

April 2008 – January 2009 (10 months) | Education

Treasurer for the Jill Wynns for School Board campaign For the San Francisco Unified School District. Jill Wynns was successfully elected to a 4 year term in the November 2008 elections.

Appointed founding Committee Member

Public Education and Enrichment Fund Committee - San Francisco Unified School District

August 2004 – August 2007 (3 years 1 month) | Education

Appointed by the San Francisco Board of Education as a founding member to make recommendations and oversee the spending of \$450 million from San Francisco City's General Fund to the San Francisco Unified School District.

<http://www.sfusd.edu/en/about-sfusd/voter-initiatives/public-education-enrichment-fund.html>

School Site Council

San Francisco Unified School District

September 2008 – Present (7 years 7 months) | Education



Review and analyze student data.

Solicit community input, including feedback from the ELAC.

Assist the principal in developing the Academic Plan and school site budget.

Monitor the implementation and effectiveness of the BSC/SPSA on an ongoing basis.

Approve the BSC/SPSA and school site budget before it is submitted to the District for final review and approval.

Appointed Member of the Quality Teacher and Education Act (QTEA) Committee

San Francisco Unified School District

September 2015 – Present (7 months) | Education



The Quality Teacher and Education Act (QTEA), approved in 2008, makes San Francisco teacher salaries competitive with those in surrounding school districts; provides financial incentives for teachers to work at schools with historically high turnover and teach in hard-to-fill subject areas such as high school math; increases teacher support while raising teacher accountability; improves academic innovation through research and development; and upgrades school technologies.

Opportunities Steve is looking for:

- Joining a nonprofit board

Causes Steve cares about:

- Children
- Education
- Environment

Organizations Steve supports:

- The Wilderness Society
- San Francisco Unified School District
- Department of Water, Land and Biodiversity Conservation
- Sierra Club
- AOPA
- Deschutes River Conservancy

Skills

- Online Advertising
- Start-ups
- Entrepreneurship
- Analytics
- Advertising
- Digital Media
- Mobile Devices
- Strategic Partnerships
- Mobile Advertising
- Digital Marketing
- Mobile Marketing
- Digital Strategy
- SEO
- Leadership
- PPC
- [See 11+](#)

Recommendations

A preview of what LinkedIn members have to say about Steve:

“ Steve is an expert in the advertising field that understands to not only deliver results that matter to every type of client, agencies, brands, [See more](#)

“ Steve is a top-notch entrepreneur with a keen eye for cutting edge business development. He is smart, hard-working and personable. Steve [See more](#)

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