

Jay P. Kipper

Professional Summary

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Professional Preparation

Academic Background

B.S. Department of Engineering, Trinity University, San Antonio, Texas, 1983

Professional Appointments

Present Position: Associate Director, Bureau of Economic Geology (October 2003 - Present). In 2005, I was selected by the State leadership to serve on the FutureGen Texas team. FutureGen is a program that will gasify coal, sequester CO₂, and produce 275 Megawatts of near-emission-free electricity. Our team was charged with selecting a Texas site and preparing a formal response to the Department of Energy for the \$1-billion national initiative. The site selection and proposal process will be a 1- to 2-year activity led by a core Texas team of four to five individuals.

Since early in 2005, in collaboration with the BEG Director, I have been attempting to develop a new, cutting-edge research program, which will investigate applicability of nanotechnology in the upstream oil and gas industry. Our work has included conceptualizing the project, recruiting members, and developing the infrastructure required to form this multimillion-dollar collaboration. We have received votes of confidence from seven of the top oil and gas companies in the world and are anticipating that the \$20-million program will form in the summer of 2006.

My spearheading a program to cost-effectively scan 800,000+ paper geophysical logs located at the BEG began in 2004. Through a negotiated collaboration with private industry, all BEG logs will be scanned by early 2008 (approximately 18 months). This project required more than 90 man-years of work and will complete a job that would have proved impossible at BEG's current staffing and budget levels. The logs will be easily accessible to researchers, students, professors, private industry, and the general public.

The financial and business operations at BEG are my responsibility. This task includes oversight of finance, accounting, media/graphics, computing, core facilities, administrative support, data centers, and outreach. On my watch a number of key projects have been initiated (2004-2006) to improve efficiency of business operations-- automation and Web enablement of the employee-evaluation process, redesign of the core repository search engine and reconciliation of all its data, and securing of formal approval to prenegotiate legal aspects of our contracts to speed the funding process. Note that BEG continues to grow annually at a 5- to 10-percent rate, which requires keen supervision of financial and accounting issues..

Vice-President Sales, Aspen Technology, Houston, Texas (2001 - 2003). As vice-president in the NALA (North American and Latin America) sales division, responsible for booking over \$80 million in annual revenue; team leader of professionals focused on technical sales; also responsible for annual sales growth in excess of 20%; financial analysis, revenue projections,

and oversight for the contracting and execution of contracts are prime responsibilities; also responsible for quarterly sales commission programs, development of sales strategies for major accounts, pipeline generation to ensure consistent revenue growth, legal and commercial review, contract negotiation, and annual budget preparation.

Vice-President, Supply Chain, Aspen Technology, Houston, Texas (1999 - 2001). Joint management responsibility for the Supply Chain Division within Aspen Technology; responsible for monitoring and adjusting business activities to ensure profitable operating margin for division, including monitoring internal service backlog and hiring requirements, coordinating international sales resources, overseeing project execution, and assisting in the legal review of major contracts; responsible for hiring and managing staff, making business decisions in a timely manner, managing with a keen eye on the bottom line, and executing an acquisition strategy for the division; evaluated numerous companies, did financial due-diligence, and orchestrated three takeovers, the largest over \$80 million.

Vice-President, Business Development, Aspen Technology, Houston, Texas (1996 - 1999). As worldwide vice-president of business in the Information Management Division of Aspen Technology, responsible for all license and service revenue that flowed into the division; coordination of operational, sales, and support teams (~60 people).

Sales and Marketing Director, Setpoint Inc., Houston, Texas (1990 - 1996). Responsible for sales and marketing of advanced control and optimization business at Setpoint; responsibilities also included coordination of sustained and profitable growth strategy for entire company, problem solving, financial analysis, and creating efficient business process and infrastructure; required to constantly change hats, whether it be in the role of operations manager, marketing manager, salesman, legal consultant, technical resource or deal closer.

Sales and Marketing Manager, Setpoint Inc., Houston, Texas (1989 - 1990). Responsible for developing new, companywide sales and marketing division; role required standardizing the business processes around business contracts, commercial proposals, employee evaluation, compensation programs, growth plans, sales strategies, and corporate image.

Technical Consultant and Project Manager, Setpoint Inc., Houston, Texas (1983 - 1989). Hired to implement and develop advanced control and optimization solutions in the hydrocarbon (petroleum) industry; duties included oversight of technical and business aspects in multimillion-dollar automation programs.

Awards

Awards and Honorary Societies

Presidential Award for outstanding contributions, Setpoint Inc., Houston, Texas, 1988

Presentations

Presentations

BEG impacts on Texas: presented at Bureau of Economic Geology Visiting Committee meeting, Austin, Texas, August 2, 2010.

Publications

Non Peer Reviewed Journal Articles

Ahmadian, M., Chapman, D., Nelson-Thomas, C., Kipper, J. P., and Tinker, S. W., 2016, Nanotechnology solutions for the oil and gas industry: SPE: The Way Ahead, <https://www.spe.org/en/twa/twa-article-detail/?art=683>.

Ahmadian, M., Chapman, D., Murphy, S. C., Kipper, J. P., and Tinker, S. W., 2014, The Advanced Energy Consortium: an international team of interdisciplinary researchers developing a portfolio of nano-technologies for the oil and gas industry: Brazilian Petroleum, Gas and Biofuels Institute (IBP), no. IBP2274_14, 11 p.

Kipper, Jay, 2009, Clean coalr, in Laubach, S. E., and Tinker, S. W., eds., 2009, Earth's art: celebrating the Centennial of the Bureau of Economic Geology, 1909-2009: The University of Texas at Austin, Bureau of Economic Geology, p. 136-137.

Edwards, L. A., and Kipper, Jay, 1994, Computerization: problems and solutions: Hydrocarbon Processing, v. 74, no. 6, p. 57-64.

Kipper, Jay, and Pietri, A. J., 1994, Control de procesos: Petroleo Internacional, v. 52, no. 6, p. 22-23, 26.