

Contact

407.497.4192 (Mobile)
factinvest@cfl.rr.com

www.linkedin.com/in/frankjthomas
(LinkedIn)
fbriteam.com (Company)

Top Skills

Strategic Planning
Mergers
Investments

Languages

English (Native or Bilingual)
Spanish

Honors-Awards

Martin Marietta Corporate Inventor-
of-the-Year

Patents

Line Scan Area Signature Detection
Method
Digital Voltage Accumulator
Apparatus, method and software for
developing electronic documentation
of imaging modalities, other
radiological findings and physical
examinations
Automatic Laser Boresighting

Frank J. Thomas

Corporate Advisor/Coach _Co-Founder of Automated Clinical
Guidelines LLC _CEO of Fact Business & Realty, Inc.
Lake Mary, Florida

Summary

Beginning his career at Martin Marietta Aerospace (now Lockheed Martin), where he received the company's prestigious Inventor-of-the-Year, Mr. Thomas went on to attend and graduate as an MIT Alfred P. Sloan Fellow. His career has included senior management roles in: industrial barcode, infrared, cellular, medical software, restaurants, and commercial real estate. For more insight on his thinking and approach to business visit his website: <http://www.fbriteam.com>.

Experience

Fact Business & Realty, Inc.

Owner

January 1996 - Present (24 years 7 months)
Lake Mary, Florida, United States

Mr. Thomas founded Fact Business & Realty, Inc. in 1996 and serves as an advisor and management consultant to business owners. In so doing he offers an integrated approach to solving client business and real estate issues. For more information visit the FBRI website: www.fbriteam.com.

Automated Clinical Guidelines, LLC

Co Founder

July 2006 - Present (14 years 1 month)
St. Augustine, FL 32086

In 2004 he teamed up with Dr. Douglas K. Dew and Steven J. Halpern to co-found Automated Clinical Guidelines, LLC (ACG). Today ACG's patented software solutions represent an intelligent system of evidence-based algorithms that organizes the world's medical information making it useful and highly valued at the point of care. While no longer involved in an operational role he remains one of ACG's largest shareholders. Visit ACG at: <https://www.automatedclinical.com>

Johnson & Thomas Athletics, Inc.

Co Founder

August 2014 - December 2019 (5 years 5 months)

Lake Mary, Florida 32746

In 2014 he partnered with Scott Johnson, 1984 Gymnastics Olympic Gold Medalist, to develop & roll out Scott Johnson's Tumbling & Gymnastics Academy (TGA). TGA is now an established 5-star program, bringing Olympic level training to young athletes in a safe and positive training environment. Visit TGA Website at: <http://www.scottjohnsonstga.com/>

Fact Investments, Inc.

Founder

January 1990 - December 2019 (30 years)

Lake Mary, FL

Fact Investments, Inc. was founded as a independent management and financial services company offering the founder as an interim CEO & Board Member for hire. The primary objective in each assignment was to turn-around a troubled company and or invigorate a startup with the necessary strategies and tactics that would result in product offerings and performance metrics attractive to a strategic buyer. Key to the success of this type of management was identifying the Critical Success Factors that would make the subject company highly attractive to the acquirer.

MT-5 & MN-10 Inc. Cellular RSA

CEO

1989 - 1992 (3 years)

Orlando, Florida Area

In late 1989 Mr. Thomas was hired as a contract CEO to develop and manage Rural Service Area cellular markets: Montana-5 (MT-5) and Minnesota-10 (MN-10). When he was hired he only 12 months left to organize a team secure financing, engineer, install, and initiate cellular operations in compliance with the FCC imposed 18 month time frame for lottery winners. Both the MT5 and MN10 systems were cited for excellence, acquired and absorbed into the Pacific Cellular One system only 3 years after StartUp!

Infrared Industries, Inc.

VicePresident & General Manager

1986 - 1990 (4 years)

Orlando, Florida Area

In 1986 Mr. Thomas was recruited by Rospatch Corporation to turnaround their failing Infrared Industries, Inc. (IRI) detector division. IRI was a 40 year old manufacturer of infrared lead salt detectors for military and industrial applications. In less than two years Mr. Thomas turned the business around and IRI became operationally profitable with positive cash flow, increased backlog, expanded product lines. During that time major military product contracts, threatened by performance defaults,, were cured and orders increased. On November 18, 1989 Mr. Thomas sold IRI to Cambridge Electronic Industries and continued consulting as part of a transition team until April, 1990.

InstaRead Corporation

CEO

March 1983 - November 1986 (3 years 9 months)

In March of 1983, Mr. Thomas was recruited to serve as CEO and President of InstaRead Corporation (IRC), a manufacturer of industrial laser bar code scanning equipment for data collection and automatic sortation applications. IRC began operations with 6 employees and by the end of its first year IRC had become the second largest manufacturer of industrial bar code scanners in the United States. IRC grew rapidly following the development of the widely recognized orthogonal bar code tag system used by the airline industry today for baggage handling. In May, 1984 IRC was acquired by Rexnord Corporation realizing a tenfold return on investment for IRC owners and investors in the first 15 months of its operations.

Smart Buildings International, Inc.

CEO/Founder

1981 - 1983 (2 years)

In 1981 Mr. Thomas founded Smart Buildings International (SBI), a unique multi - metro satellite shared tenant services approach to building information systems. SBI was sold to United Technologies Building Automation Group, located in Hartford, Connecticut in March of 1983.

Exxon Qwip Division

Vice President & General Manager

1980 - 1982 (2 years)

Orlando, Florida Area

Mr. Thomas joined Qwip Systems, the facsimile division of Exxon Oil & Gas, in 1980 to turn around the the business and bring it to profitability. Hired in as VP of R&D to re-engineer the Qwip product lines he became Division VP

& General Manager in the Spring of 1981. Qwip grew to \$50M in annual revenues by June of 1981 and in April of 1982 Exxon decided to relocate the Qwip division to Lionville, PA as part of a major consolidation of their office products businesses. Mr. Thomas decided not to relocate his family, but did manage the successful transition to the new location before leaving Exxon.

Lockheed Martin (Prior Martin-Marietta Corporation (MMC))

Program Manager/R&D Lab Director

1968 - 1980 (12 years)

Orlando Division

Mr. Thomas began his career at MMC as a Senior Engineer developing Smart Weapon Systems and Laser Fire Control systems leading up to his last assignment at MMC as Director of the Signal Processing Lab which included the technology development for the Lantirn (Low Altitude Navigation and Targeting for Infra-Red Night) Pod. He also served as Program Manager for the Launch Control Center on the Pershing II extended range nuclear missile system.

In 1978-79 Mr. Thomas completed a year of studies at Massachusetts Institute of Technology (MIT) as an Alfred P. Sloan Fellow leading to MIT's coveted Master of Science in Management (MSM) degree. In 1977 he was MMC's Corporate Inventor-of-the-Year for his creative design efforts that resulted in 5 patents in his first 9 years at MMC.

Education

MIT Sloan Fellow

MSM, Business Management · (1978 - 1979)

University of Florida

BSEE and MSEE, Electrical Engineering · (1961 - 1967)