



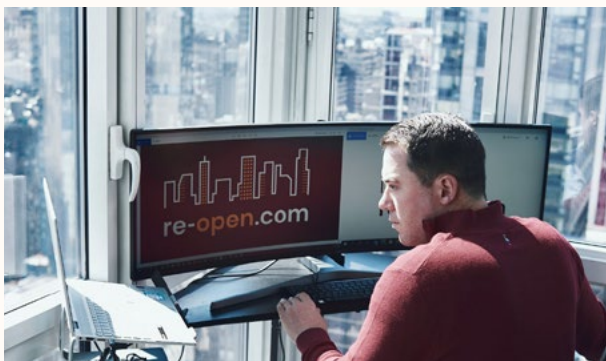
FOUNDER BIO

David A. Collard

David A. Collard is a Manhattan-based global business executive and turnaround business strategist who runs companies that operate in both the public and private sectors across multiple industries producing innovative solutions and commodities for the B2C, B2B and B2G markets.

David held leadership roles starting in grade school and his community throughout his childhood in Australia and started working at the young age of 14 years old where some of the disciplines he would carry through his professional career were formed, including his eye for business, a client centric mindset, teamwork and entrepreneurship.

In 2001, David interviewed for his first professional role during high school at PricewaterhouseCoopers (PwC) Melbourne office and was offered a role as an accountant within the prestigious firm's Financial Services practice where he engaged with clients in an advisory and assurance capacity. He quickly rose through their ranks to become Manager with a focus on Australian superannuation clients, banking, and funds management as well as complex domestic and international transactions.



David's re-open.com platform is one channel, Scale Facilitation™ controls that opens access to the U.S. market for Australian inventors.

At the age of 26, David relocated to PwC's New York office as a Manager within its Banking and Capital Markets practice. This group is highly competitive within the firm and has produced the three current and former U.S. and Global PwC leaders. The group's clients include most well-known international accounts, including Goldman Sachs, Bank of America, J.P. Morgan Chase and American Express.

David went on to specialize in investment banking and capital markets, with a focus on financial instruments, traditional and alternative asset trading platforms, corporate governance and tax structuring, portfolio valuation, strategic initiatives (M&A and JVs), which included mastering the complex world of U.S. regulations coming out of the financial crisis reforms in the early-2000s.

At the age of 32, David became the youngest Partner in PwC's New York headquarters where he was soon signing opinions on some of the world's largest broker-dealer clients and building his executive network through interactions with c-suite and presentations to the boards of his clients. He developed a trusted advisor relationship with a number of New York's well-known titans in the banking sector through his consistent communication and ability to see strategic opportunities or risk.

David's desire to always be challenged never ceased, and following counsel from those close to him, in 2019 David took his greatest calculated risk and withdrew from his partner position with the firm, to return to his childhood passion and pursue a career as an entrepreneur with a difference. David is a rare breed of entrepreneur, one with both visionary foresight, international business disciplines with a proven ability to execute and significant experience in both the U.S. and international markets.

SCALE FACILITATION™

David put to work his unique blend of drive and passion for entrepreneurship, grounded in his experience in professional services and desire for new challenges by acquiring an Australian company on the verge of insolvency - quickly turning the business around in 2019, then scaling that business to be in a position to capitalize on new market opportunities.

In 2020, David founded his second portfolio company, to build his vision for Scale Facilitation™, taking a micro-sized company to the globe, supplying health products and other commodities during the height of the pandemic – including winning state contracts to supply the Victorian Government and Victoria Police as well as entities across the U.S., including his company's recent contract award to supply health and safety-related commodities to the entire State of New York for a standing 5-year term, a contract which he opened up to provide opportunities to other Australian companies.

Since then, he has patented his own emerging technology platform, within RE-OPEN.COM INC., which integrates with his supply contracts, and has provided notable Australian research institutions, including Deakin University's Applied Artificial Intelligence lab, the opportunity to scale into the U.S. market with minimal risk.

David now has multiple companies across multiple continents, hiring over 50 people in the last 12 months, removing the barriers he faced since childhood and viewing it as his mission to remove those barriers and champion innovation for those in Australia who would otherwise see these global markets and opportunities as out of reach.

In the process of creating these companies, building secure supply chains, navigating regulation for others, and building a global client base, David has seen first-hand the barriers that companies face, especially in start-up and seed stage ventures.

From funding to exports, from challenging regulatory approvals to bad corporate actors, these obstacles (and the successful navigation of them) led David to pull his enterprise under one offering, a suite of services managed under the firm's Scale Facilitation™ umbrella.

Scale Facilitation™ captures the entire innovation continuum from fostering an idea, to early stage R&D, providing established channels for scaling and commercialization. With a unique funding model influenced by his New York banking sector experience, he brings his unique skill set and experiences,

established global networks and a team of highly skilled scale operators who recently transitioned U.S. Special Operations, Scale Facilitation™ reduces barriers to commercialization, and most importantly, facilitates pairing the right innovators with the optimal strategic partners who will adopt, and truly scale their innovations.

As an entrepreneur and inventor, himself, David is committed to valuing the role inventors play in the innovation continuum. Importantly, he is committed to protecting inventors and their intellectual property as they navigate the world of international business.

David has proven that Scale Facilitation™ works and isn't just a philosophy. This comes at a time where the world is disrupted, Australia's borders are closed and the resulting impact on the economy is driving a real need for Australian inventors and research institutions to commercialize, not lock up their innovations.



David's view is the "tall-poppy syndrome" is Australia's biggest barrier to commercialization on scale.