



KLIOS, Inc.—Our Qualifications

KLIOS, Inc. is an economics and strategy consulting firm. We provide:

- Regional economic analysis;
- Technical business assistance, including strategy, market research, competitive intelligence and a variety of research functions;
- Entrepreneurship training;
- Technology-based economic development assistance and public policy analysis.

KLIOS' work is focused on regional analysis, economic and industrial development, economic growth and performance—particularly relating to technology and innovation. Our competitive advantage is based on our size—we maintain a small permanent staff with low overhead. For each project engagement, KLIOS, Inc. brings together experienced professionals who collaborate to provide custom, timely and cost-effective solutions. Our clients include government agencies, non-profits and other independent organizations, as well as business organizations and companies of all sizes.

The KLIOS Mission: *“Improving the economic well-being of regions, their businesses and residents.”*

The KLIOS Vision: *“A world of healthy people and successful businesses in a healthy environment.”*

KLIOS, Inc. was founded by Richard M. Stein in April 2000. Mr. Stein has over twenty years of experience in business and consulting. His expertise includes economic strategy and policy, design and production of large-scale economic studies (such as feasibility, resource allocation, market size, impact and cost-benefit); quantitative decision support; regional economics; high technology business incubation and entrepreneurial business strategy; program design, management and implementation. Mr. Stein has worked in private consulting, as well as with the venture capital community; life sciences, environmental and transportation sectors; banking; non-profits; academic researchers; and officials at all levels of government.

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Mr. Stein's prior positions include Vice President for Research at Ben Franklin Technology Partners of Southeastern Pennsylvania, a seed capital investor and member of the Commonwealth of Pennsylvania's science and technology development organization; Vice President and Economist at CoreStates Financial Corp (now, Wachovia Corporation); and Senior Economist at Wharton Econometric Forecasting Associates (WEFA; now, Global Insight).

Mr. Stein holds degrees from the University of Pennsylvania's Wharton School and the London School of Economics (LSE). He has appeared on television, radio and in print.

Project and report examples

Additional samples of non-confidential work are at <http://www.klios.net/publications.htm>:

Building Life Science Resources in the Lehigh Valley: Strategy for Business Attraction and Growth; Lehigh Valley Economic Development Corporation; April 2006.

Pennsylvania Manufacturing Techformation 2006; Pennsylvania Department of Community and Economic Development (KLIOS, Inc. was subcontractor, preparing economic performance indicators and related copy), April 2006.

Economic Impact of the Rutgers Camden Small Business Incubator; Rutgers University; February 2006.

Pennsylvania TechFormation 2005; Pennsylvania Department of Community and Economic Development (KLIOS, Inc. was subcontractor, preparing economic performance indicators and related copy), January 2005.

Pennsylvania Bioscience 2004: State of the Industry Report; Pennsylvania Bio, June 2004.

Pennsylvania Bioscience Directory; Pennsylvania Bio, June 2004.

Preparing for the BioEconomy: Workforce Profiles and Programs in the Leading States; U.S. Department of Labor (KLIOS, Inc. was subcontractor, preparing data, analysis and research findings), draft released April 2004.

Journey-to-Work: An Economic Analysis of Intercounty and Interstate Commute Patterns in the Greater Philadelphia Region; Greater Philadelphia Chamber of Commerce, CEO Council for Growth, February 2004.

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“A Perspective on Foreign Direct Investment in the United States: Its Role and Implications,” **Global Interdependence Center Review**; University of Pennsylvania Press, June 2003, Vol. 1 No. 1.

Connecting the Greater Philadelphia Economy: A Road Map for Regional Growth; Innovation Philadelphia and Greater Philadelphia Chamber of Commerce (KLIOS, Inc. was subcontractor, reviewing all data and analytical methodologies and working on production of the Final Report and Executive Summary), May 2003.

2003 Nanotechnology Asset Mapping Update; Ben Franklin Technology Partners of Southeastern Pennsylvania, 2003.

Nanotechnology Institute 2003 Annual Update; Ben Franklin Technology Partners of Southeastern Pennsylvania, 2003.

“Regional Asset Mapping”; presentation for United Nations Forum on Science and Technology Parks, December 2003.

“Entrepreneurship, Technology Commercialization and Industrial Development”; presentation for U.S. Department of State, Montevideo, Uruguay; August 2003.

2002 Southeastern Pennsylvania Team Pennsylvania Business Calling Program Annual Report; Delaware Valley Industrial Resource Center, September 2002.

Greater Philadelphia Innovation & Entrepreneurial Index; Innovation Philadelphia, 2002.

“Encryption Export Controls,” in **B2B Internet Exchanges: Negotiating, Structuring & Drafting**; Aspen Publishers, Inc., August 2002.

“Using BLS’ Covered Employment and Wages Program (ES-202) to Describe a Community’s Economic Health”; presentation at National Institute for Computer-Assisted Reporting annual conference; March 2002.

Hudson River Regional Economic Impact Analysis: Impact of Environmental Remediation; Scenic Hudson, Inc., Sloop Clearwater, Inc., April 2001.

Pennsylvania’s Biotechnology and Pharmaceutical Industry: Taking the Initiative for Growth; Ben Franklin Technology Center of Southeastern Pennsylvania, 1998.