

Contact

www.linkedin.com/in/hanslombardo
(LinkedIn)

Top Skills

Peer Mediation
KYC Verification
KYC

Certifications

Certified Know Your Customer
Associate (CKYCA)
Certified Mediator
Associated Professional Member
(APM)
Certified Mediator

Publications

Eisenhower, the British and the
security of Hong Kong, 1953–60
United States' foreign policy towards
the British Crown Colony of Hong
Kong during the early Cold War
period, 1945-1964
IoT Device Identity Protocol (Case
Study) # A Registry for Devices
What is Bitcoin's Killer App?
Prospects and Legal Issues of
Investing in Appcoins or Blockchain
Distributed Applications

Hans Lombardo

Startup Founder & GTM Strategist
Syracuse, New York, United States

Summary

Hans is a successful entrepreneur, CEDR-accredited mediator, and an enthusiastic proponent of innovative technologies. He is founder of Start Resolution, a business consulting, investment relations advisory and dispute resolution service for tech startups. Hans is also founder, CMO and investor relations director of Blockpass, a self-sovereign identity system and KYC-as-a-service provider. He is a founder of Chain of Things, a Hong Kong-based venture studio lab for innovative tech startups. In 2012, he sold his previous company, a data collection and analytics research firm focused on mainland Chinese high-technology industries. He is an Internet industry veteran with regional management experience. During the Internet boom, Hans managed the internet.com Venture Capital Fund in Asia, investing in a number of Internet startups in Greater China. As a tech journalist in the late 1990's, he interviewed Jack Ma, Jerry Yang, Vinton Cerf and Richard Li Tzar Kai. Hans earned a Ph.D. degree from the University of Hong Kong in 1997 and a Sir Edward Youde Memorial Fellowship in 1995-1996. In the 1990s, Hans was also an accredited political scientist and academically published historian.

Experience

Blockpass

Founder / President

August 2017 - Present (7 years 7 months)

New York, United States

Built and Established Brand: Spearheaded the creation and growth of Blockpass, a leading digital identity platform. Successfully positioned the brand in the market, resulting in approximately 1.1 million users, 2,000 business partnerships, 400,000 loyalty members, and \$3 million in sales.

Global Evangelist and Strategist: Traveled extensively to manage marketing teams and evangelize Blockpass at over 50 tech and business events worldwide. Keynote speaker at prestigious conferences, including GSMA MWC, Money20/20, Consensus, and Token2049.

Fundraising Visionary: Strategically led fundraising efforts, securing millions in investment from venture capital firms, angel investors and other financing partners.

Financial Oversight: Approved and executed payments, managing financial transactions for Blockpass employees and service providers. Oversaw bank accounts across the parent company and five subsidiaries.

Start Resolution LLC

Founder / Director

July 2012 - Present (12 years 8 months)

New York, New York, United States

Start Resolution LLC provides research, business consulting, fundraising advisory, dispute resolution and mediation services to startups in innovative, disruptive technologies.

SOLV Technology PTE LTD

Business Development Advisor

September 2021 - September 2023 (2 years 1 month)

New York, United States

Advises and represents SOLV in US business development. SOLV uses the power of the internet and AI tech to help anyone find and reach their desired audience using advertising. SOLV identifies and locates audiences by using media-based research (cookie-free and privacy-friendly) and a highly intuitive platform that can be used to launch a campaign in minutes.

Chain of Things

Founder / Director

January 2016 - January 2022 (6 years 1 month)

Hong Kong

Managed operations of the Chain of Things venture studio, which has launched leading blockchain digital identity and regtech platform - Blockpass (www.blockpass.org) - and beyond-the-grid energy tech startup - Liquidstar (www.liquidstar.io). Chain of Things (<http://www.chainofthings.com>) is dedicated to leveraging the nexus between blockchain and IoT to solve fundamental problems in the connected devices space and to develop highly efficient futuristic applications. CoT seeks to build digital human and device identity standards to solve systemic issues of security and interoperability., through the development of industrial, environmental, and humanitarian projects through corporate partnerships, joint ventures, and internal projects.

Blockpass Identity Lab

Industry Advisor

July 2018 - September 2020 (2 years 3 months)

Edinburgh, United Kingdom

Provides research students of the Blockpass Identity Lab with advice on implementing real world use cases of cryptographic digital identity technologies developed in the lab. For more about lab, please visit <https://identity-lab.blockpass.org/>

Quanta.im

Strategic Advisor

January 2017 - January 2018 (1 year 1 month)

Isle of Man, United Kingdom

Strategic marketing advisor for the Quanta lottery protocol. Based in the Isle of Man, Quanta is an automated online lottery platform that performs tasks, including the sale of lottery tickets as well as the draw and distribution of prize payments. Operating through smart contracts on the Ethereum blockchain, Quanta automatically manages the sales, issuing of tickets, lottery pool and winning ticket selection. By using a decentralized global network system based on Ethereum, Quanta brings safety and credibility to both operators and participants. Quanta lottery tickets can be easily purchased by anyone with an Internet connection, regardless of borders, economic disparity and human intervention.

Defense Group Inc

Assistant Vice President

May 2013 - June 2014 (1 year 2 months)

Honolulu

Managed the "Serold" unit of DGI's Center for Intelligence Research and Analysis encompassing open source data exploitation, as well as Chinese language media monitoring and translation services. Serold unit consisted of assets and professionals that US government and defense contractor DGI acquired from the purchase of Serold Hawaii, Inc.

Serold Hawaii Inc.

11 years 4 months

Chief Executive Officer/Director

September 2011 - May 2013 (1 year 9 months)

Honolulu

Serold provided political, socioeconomic and tech industries research, analytical services including monthly and weekly industry research reports, online, print, and TV media monitoring, political and economic risk analyses, and verbatim and summary translation services. Sectors coverage included China's new and high technology industries including aerospace, aviation, biotechnology, energy, information technology, medical science, telecommunications, and transportation, and China-focused topical reports included economic stimulus financing, intellectual property rights, grassroots democracy, and corporate social responsibility. Publication of electronic reports to proprietary web-based intranet publishing system. Personally maintained Serold's content quality control of reports transmitted to customers. Lead management of company's overall business that generated US\$2.3 million in annual revenue. Liaised directly with government client CORs, COTRs, and private sector clients. Negotiated and closed sale of Honolulu-based Serold Hawaii, Inc. to Vienna, Va.-based Defense Group, Inc. in May 2013.

Project Manager - Contracts

February 2002 - September 2011 (9 years 8 months)

Hong Kong and Honolulu

Managed operations of multimillion dollar public and private sector accounts providing China-centric open source data capture and analysis, media monitoring, translation service, and political risk analysis. Coordinated directly with customer representatives and technical leads to fulfill contract requirements. Maintained high level of quality assurance in executing tasks of contract statements of work and customer accounts. Managed full-time and freelance analysts, researchers and translators. Sectors coverage included China's new and high technology, namely aerospace, aviation, biotechnology, energy, information technology, medical science, telecommunications, and transportation, and China-focused topical reports included economic stimulus financing, intellectual property rights, grassroots democracy, and corporate social responsibility. Published electronic reports to proprietary web-based intranet publishing system. Personally maintained Serold's content quality control of reports transmitted to customers.

MarcomServer

Partner/Director

May 2001 - February 2002 (10 months)

Hong Kong

Founded and managed operations of a Hong Kong application service provider. Coordinated

development of company's core product, a Java-based Internet marketing and CRM platform that could be deployed as managed service or self-service application. Wrote marketing plan and secured business from blue chip companies including McGraw Hill, Nokia, Heineken, Nortel Networks, Northwest Airlines, Cathay Pacific, Penton Media, Hyatt Hotels, and AsiaXpat.com. Liaised with client marketing directors to store data and deploy marketing campaigns through the system. Parent company back door listed on Malaysian stock exchange. Sold shares in MarcomServer parent company to join Serold Hawaii Inc as employee and shareholder.

internet.com

Managing Director-Asia

August 1998 - May 2001 (2 years 10 months)

Hong Kong

Reported directly to CEO Alan Meckler of Nasdaq-listed internet.com Corporation (formerly Mecklermedia), a pioneering Internet media company. Responsible for managing over-all content generation operations in Asia. Set up company's online magazine operations in Hong Kong, China, Singapore, and India, including the hiring of local correspondents, and supervised JV partnerships in Japan, Korea, and Taiwan. Launched internet.com's Asian edition, <http://asia.internet.com>, in 1998, which became the leading regional Internet industry news publication for at least the duration of employment. Responsible for daily editorial production and contributed hundreds of articles on Internet business and technology in Asia, still available on www.internet.com and the global Internet. Deployed content through traditional HTML and content management systems Vignette Storyserver and PHP OpenSymphony. Created successful speaker series, Internet Breakfast Forums, in Hong Kong, Singapore, and Beijing with marketing driven by website and email assets. Invited to speak at many Internet industry events including landl, Gorilla Asia, Times of India Seminars, ISP Asia, Adsociety, and Internet World in Hong Kong, Singapore, Beijing, and Delhi. Secured TV coverage of CEO visits to Asia on CNN, CNBC, and local TV stations. Represented the Internet.com Venture Capital Fund in Asia and conducted due diligence on investments in China, Taiwan, and Hong Kong.

Xerox ACS

Technical Editor - Government Requirements Analysis

January 1998 - August 1998 (8 months)

Analyzed and wrote requirements for the reserve component of the U.S. Department of Defense payment information management system.

University of Hong Kong

Adjunct Professor

1996 - 1998 (2 years)

Hong Kong

Served as adjunct lecturer in Asia public sector management, public administration, Hong Kong government and international politics at institutions that included the University of Hong Kong, Open University of Hong Kong, and the Hong Kong Police Training Wing. Wrote course syllabi and exams. Students in courses included undergraduates, postgraduates, and Hong Kong civil servants. Led course at HKU for civil servants to attain through continuing education undergraduate and postgraduate degrees in public administration.

Hong Kong Rugby Union

Professional Rugby Player

1992 - 1996 (4 years)

Hong Kong

Played loose head prop for Hong Kong , Valley RFC, British Forces Hong Kong, and Tiger RFC.

Education

Cornell University ILR School

Certificate, Professional Mediation · (2020 - 2020)

American University

Certificate in International Commercial Arbitration, Dispute Resolution · (2020 - 2021)

The University of Hong Kong

PhD, Political Science and Government · (1993 - 1997)

William & Mary

BA, Government and International Relations · (1988 - 1992)

HKIS

HS Diploma, HSD · (1986 - 1988)