

## **Resumé of Kobus Boshoff, M.Sc (Physics), MBL**

Kobus was a process engineer and waferfab manager at SA Micro Electronics (SAMES) where he was responsible for process development and production management of integrated circuit products. He gained market research experience at Business and Market Intelligence (BMI) during 1986. From 1986 to 1992, he worked at the IDC and Technology Finance Corporation (Technifin) as investigating officer, specialising in market studies. He gained experience in all aspects of venture capital investment at Technifin during this time.

In 1992, Kobus joined the CSIR as business development manager, responsible for the fostering of relationships between clients in the public and private sectors, seeking and exploiting business opportunities in the Middle East, Pacific Rim countries and SADC and promoting investment in new technology development. He completed a product development course at Harvard Business School and a Strategic Negotiations course at MIT in 1993.

He followed his entrepreneurial instincts to create Ciskastreet Associates in 1996, a business conducting due diligence investigations, marketing studies, strategic positioning of businesses, the development of growth strategies and management of information technology solutions for local and international businesses. A key ingredient of new business development is innovation. For this reason, Kobus participated in a Systematic Innovation Methods training course at Creax Bv in Belgium, where he was introduced to TRIZ (Theory of Inventive Problem Solving).