

Jay E. Paap, PhD



Jay Paap is President of Paap Associates, a management consulting firm assisting commercial and government organizations in a broad range of business and technology development efforts, teaches in MIT's executive program, is a Fellow of the Society of Competitive Intelligence Professionals, a PDMA Certified New Product Development Professional, and former faculty member at MIT's Sloan School and Indiana University.

Jay provides clients an integrated approach to creating the innovative environment in which to grow an organization and position itself for the future. He provides services in four areas: management of innovation (e.g., roadmaps, business development strategy, new product development, and organizing the technical and business development functions), open innovation and corporate venturing (including alliances and scouting), competitive intelligence, and executive education.

Dr. Paap has been active in the management of technology for 45 years, and has consulted with commercial and government organizations for over 35 years. His clients have included 3M, Abbott, AkzoNobel, Apple, AstraZeneca, AT&T, Baker Hughes, Ballard, Baxter, BP, BHP, British Telecom, Covidien, Dow Corning, DitchWitch, DuPont, ExxonMobil, Emerson Electric, Ford, Gojo, Grundfos, GSK, Henkel, Hewlett-Packard, Infinitus, Johnson & Johnson, Kellogg, Kimberly-Clark, Kraft, IBM, Mars, Medtronic, Monsanto, NASA, National Research Council (Canada), Nokia, Northrup Grumman, Procter & Gamble, Public Services Electric and Gas, Reckitt Benckiser, Sandia Labs, SABIC, Saint-Gobain, SC Johnson, Shell, Steelcase, TetraPak, Unilever, and Xerox.

Prior to founding Paap Associates, Jay was Partner at Data and Strategies Group, Principal at Ampersand Ventures, Director of Corporate Consulting at Venture Economics, and co-founder and Associate Director of the Technology Management Group at Pugh-Roberts Associates. Before entering consulting, Jay was an officer in the US Air Force, responsible for developing and deploying advanced electronics equipment.

In the 90s he helped start and run the Commercialization Roundtable where senior business development managers from major companies met for three years to share experiences on innovation and develop best practices on how organizations can effectively commercialize new technology based concepts and businesses. Among the members of the Roundtable were AT&T, Digital Equipment Corporation, Dow, DuPont, GTE, IBM, MCC, Motorola, and Xerox.

Jay is a frequent speaker on the management of innovation, open innovation, new product development, and competitive intelligence, appearing in executive-level seminars throughout the Americas, Europe, Asia, and Africa. He has participated in programs sponsored by MIT, Cal Berkeley, Caltech, ANPEI, Business Week, The Management Roundtable, the Industrial Research Institute (IRI), Pure Insight, the Product Development and Management Association (PDMA), the Strategy and Competitive Intelligence Professionals (SCIP), the AMA, and Nomura Research Institute, as well as internal seminars for over 200 government, professional, and commercial organizations.

Dr. Paap received his Ph.D. from MIT's Sloan School of Management. He is a member of Strategy and Competitive Intelligence Professionals and the Product Development and Management Association; and served on the editorial advisory boards of Technology Management, The Journal of CI and Management and Competitive Intelligence Review where he served as the guest editor for a special edition on competitive technical intelligence. He co-authored "Anticipating Disruptive Innovation" which won the IRI's Maurice Holland award for the best article published in Research Technology Management.

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