

## ATUL DESHMANE

1155 N State St. Suite 424, Bellingham WA 98225 | Office 360 306 5331 | Cell 360 398-8392 | [etransit@comcast.net](mailto:etransit@comcast.net)

Hybrid Energy Storage Technologies, Biomass Fuels, Product Planning, Development, Execution, Startup Expertise

### Education

BS, Electrical Engineering  
University of Missouri-Rolla |  
1989  
GPA 3.3/4.0

Graduate Coursework –  
Industrial Engineering  
University of Michigan-Ann  
Arbor

### Marketing Skills

Proposal Development,  
Market Segmentation, Market  
Analysis

### Quality Skills

DOE, QFD, ISO 9000, SPC,  
Gauge R&R, Measurement  
Uncertainty, Supplier  
Management, APQP, QS  
9000, ERP

### Process Improvement & Problem Solving Skills

SIT, TRIZ, TOC

### Engineering Skills

FMEA, 8D, Robust Design,  
Reliability, Requirements,  
Specification, Design  
Verification, Production  
Validation

### Language Skills

Marathi, Hindi, German

### Profile

Atul Deshmane, is experienced in all stages of company development in the clean energy industry sector. Mr. Deshmane has performed numerous innovative studies where a problem statement was incomplete. Energy storage remains a largely under exploited opportunity that enables renewable energy by dramatically increasing energy efficiency. Mr. Deshmane is very passionate about leading edge technologies and their proper assessment in order to help organizations properly plan their development. Mr. Deshmane, has worked with small and large business, local governments, and non governmental organizations.

### Experience

#### **Whole Energy Fuels 2004 – Present**

##### *President*

Lead first company to produce biodiesel to ASTM standards in the Pacific Northwest. Lead world-class team to achieve positive cash flow in three-years with \$1 MM/mo sales.

#### **eTransIT Solution Inc. 2000 – Present**

##### *President*

Supporting early stage clean energy companies (<http://www.etransitsolutions.net/>). Provide product strategy, planning, process, development, and testing support. Co-developer of AFST Extreme Hybrid™ seminal patents plug-in-hybrid electric vehicle.

#### **Clean Energy Fuels Inc. 2001- 2003**

##### *Director of Technology Advancement*

Developed strategy and business plan for hydrogen energy business. Successfully oversaw development of 10,000 psi hydrogen fueling station.

#### **Azure Dynamics Inc., 2000-2001**

##### *Director of Produce Development*

Lead a team of 10 engineers to successfully deliver a series hybrid prototype delivery truck. Lead development of business plan, product development plan, and \$8M facilities plan.

#### **Ballard Power, Ford motor Company 2000- 2001**

##### *Resident Engineer*

Proposed, led development and achieved approval of \$10 M budget for CY2001. Provided critical support in design verification and design release of fuel cell.

#### **Ford Motor Company 1999-2000**

##### *Fuel Cell Business Planning*

Led an accelerated development of fuel cell vehicle kick-off and business plan. Kick-off process served as basis for a 5 year \$.5B development program.

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**Ford Motor Company 1998-2000**

*Technology Development Manager*

Led Alternative Fuel Vehicle (AFV) Advanced Technology Planning Efforts. Delivered advanced technology business plan for 1998, 1999 CY.

**Ford Motor Company 1997- 1998**

*Process/Quality Engineer*

Led Departmental Quality System – this was a key promotion in authority/responsibility. Delivered Statistical Uncertainty Calculations for all departmental (87) measurement systems.

**Ford Motor Company 1994 - 1997**

*Development Engineer*

Led Development for modeling of powertrain driveability algorithms for Ford. Resulted in approval of \$100 m facility known as DTF (now managed by Sverdrup)