Bill Mahoney is the Managing Director of ASM International, the world’s largest professional association for materials scientists, engineers, and technicians. Since assuming this role in September 2016, Mahoney has driven and led a re-building initiative called “The ASM Renewal”. Results thus far under the ASM Renewal include 16% growth in annual revenues, and 48% improvement in ASM’s bottom line.

Mahoney was formerly the CEO of the South Carolina Research Authority (SCRA). Bill held this post from August, 2005 to March, 2016. During that time, SCRA was a non-stock, tax-exempt applied R&D corporation, which operated under a public charter from the state of South Carolina, but was economically self-sufficient due to its business operations, and received no state funding.

Under Mahoney’s leadership, SCRA annual revenues from its applied research and commercialization services operations grew from $74M to over $455M. In this same timeframe, SCRA annual year-end backlog grew from $93M to $1,091M, annual net revenues set company records of up to 7.9%, and total contract value under management grew from $235M to over $5.2B.

SCRA’s financial growth during that period paralleled its advancing reputation within defense, security, advanced materials, and energy and sustainability market segments as a dynamic, research-based business, uniquely able to rapidly and cost-effectively apply innovative technologies to important government and corporate problem sets. In its vertical markets, SCRA competed effectively against established entities such as Battelle, SAIC, IBM, CTC, Mitre Corp, and others. Bill holds a TS clearance, which was a condition of employment at SCRA.

During Bill’s tenure, SCRA also received national and international best practices recognition from the defense industry for its Navy Centers of Excellence, and from the State Science and Technology Institute, Southern Growth Policies Conference, International Economic Development Council, Entrepreneur Magazine, and Forbes Magazine for its SC Launch technology startup seed capital and support services programs. In 2008, Bill was named by Tech Journal South magazine as one of the top 25 technology leaders in the southeastern United States. In 2010, SCRA’s Applied R&D Sector was chosen by The Wall Street Journal as one of America’s Top 15 Winning Workplaces. SCRA was recognized as Non-Profit Corporation of the Year 2011 by the American Business Congress’ “Stevie” Awards, and the same group chose Bill as Non-Profit Executive of the Year in 2012. Bill’s peers from other industry segments in this 2012 Executive of the Year selection included Allen Mulally of Ford, and John Lundgren of Stanley Black and Decker. In 2013 and 2014, SCRA was awarded multiple “Stevie’s” for national leadership in technology innovation and corporate responsibility programs.
SCRA invested the net revenues of its applied R&D contracts to effect its public mission, which was the development of the knowledge economy in South Carolina. Between 2006 and 2015, SCRA programs, including R&D infrastructure, startup equity investments, SBIR matches, grants, subcontracts, and sponsorships, generated and deployed over $380M in cash into the SC knowledge economy. Over $100M of that investment supported commercialization of university research and technologies. Private add-on investment of over $400M in equity capital followed SCRA placements, and SCRA supported or assisted over 700 SC Corporations, ranging from BMW down to over 320 early stage startups. Of these startups, 12 generated exits for SCRA, with 11 being cash outs at an average IRR of 28.5%, and one being stock for stock at a 6X appreciation. Five of the exits came from advanced materials companies. All these decade-long achievements occurred without any annual state appropriations.

During the roughly 30 years prior to coming to SCRA, Bill led companies small and large which commercialized “first-of-a-kind” solutions in telecommunications, electronic publishing, automatic remote monitoring and other emerging applied systems markets, leading directly to IPO’s or strategic acquisitions. Among these companies was SCT Utility Systems, of Columbia, SC. Between 1995 and 2000, SCT grew from startup to $175M annual revenues, prior to its sale to Indus International (now Ventyx Corp). SCT's installed base of Customer Information Systems for Energy, Utility, and Communications companies is still one of the largest of its kind in the world.

Bill held a non-voting seat as Secretary of the SCRA Board, and also served as the chairman of SCRA’s wholly-owned applied R&D affiliate, Advanced Technology International, Inc. He served on outside corporate boards as chairman of SCRA- invested tech startups STEM Premier and Carbon Conversions, Inc. Bill also serves on national Boards with the National Defense Industrial Association, the National Energy Marketers Association and the Fuel Cell and Hydrogen Energy Association. On a state and local level, he serves or has served on the boards of the SC Hydrogen and Fuel Cell Alliance, Midlands Technical College Foundation, and SC Economics.

He is a Harvard graduate and former member of both the Harvard Crew and the US National Rowing Team. Bill and his wife, Paula, have been married for 38 years and have two adult sons, one a US Navy officer and one a professional baseball player.
Abstract – “The ASM Renewal”

Mr. William T. Mahoney

Abstract
ASM has devised and is now implementing a 3-year re-building program called “The ASM Renewal”. The “ASM Renewal” is the over-arching theme and objective of the 2016 ASM Strategic Plan, and 2017 ASM Annual Operating Plan, elements of which extend through 2019. The fulfilment of these plans is driven at the operating level by four key performance initiatives: growing membership and revenue, improving the bottom line, executing a Digital Transformation including re-engineering ASM content, and increasing support for ASM’s Materials Education Foundation. This presentation will update chapter members on current programs under the ASM Renewal, and provide members with opportunities to shape and support Renewal programs.