

## Contact

[www.linkedin.com/in/jayvalentine](http://www.linkedin.com/in/jayvalentine)  
(LinkedIn)

## Top Skills

Enterprise Software  
SaaS  
Strategy

## Languages

English

## Honors-Awards

CEO Top Incubator Technology  
Company in United States

## Publications

Protecting Internet of Things From  
Intrusion

# Jay Valentine

Funding and delivering disruptive technology  
Austin

## Summary

Jay is CEO of ContingencySales, an investment company bringing disruptive technology to market without outside early venture capital.

Jay led the cyber fraud company that developed the eBay fraud detection system, stopping auction fraud in its tracks.

Jay's team developed the identity similarity matching technology for the TSA No-Fly List.

ContingencySales delivers technology - not commercially available - to enable business outcomes impossible with the current tech stack.

Jay's team introduced the first new tech stack in 30 years, Fractal Programming, enabling apps that require entire data centers to be run on hardware you can hold in your hand.

Thus apps can process trillions of records on hardware as the size of a Kleenex box, running 1,000 to a million times faster than on a mainframe computer.

ContingencySales invests in disruptive technologies which reduce IT costs 50% or more, increase speeds 1,000 times or more by eliminating traditional compute stacks.

ContingencySales is currently working with firms in Fractal Programming, insurance/Medicaid/credit card fraud detection, wellness profiling and cloud disruption.

As a startup CEO, Jay's organization was selected as the top incubator technology in the United States over 1,800 competitors.

Jay writes a regular guest column for Software Executive Magazine On Line.

[www.ContingencySales.com](http://www.ContingencySales.com)  
[www.JayValentine.com](http://www.JayValentine.com)

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## Experience

ContingencySales  
President  
January 2001 - Present (21 years)  
Austin, Texas Area

ContingencySales funds and takes disruptive B2B technologies to market without dilutive venture capital.

Disruption is defined as a minimum of 10X faster or less expensive than the current technology.

ContingencySales only works with firms in which it has invested. It has portfolio companies in similarity search, fraud detection, social engagement and Fractal Programming.

Fractal Programming, the next evolution of microservices, is what's next after the cloud. Cloud computing is not transformative. Fractal Programming delivers massive transformation, eliminating the need for centralized data centers.

Cloud-Sliver is delivering Fractal Programming now - making any computer operate at super computer speeds. Cloud-Sliver was recently valued at over a billion dollars by investors seeking to invest.

Led the team that developed the EBAY fraud detection engine, disrupting auction fraud and becoming a standard.

Jay's business blogs are: [www.JayValentine.com](http://www.JayValentine.com) and [www.ContingencySales.com](http://www.ContingencySales.com)

Similarity Search  
CEO

November 1999 - December 2001 (2 years 2 months)

Austin, Texas

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Jay joined Similarity Search as an angel investor then CEO. Similarity Search is a massively disruptive search and security technology based on non-relational database technology and fuzzy search.

Jay repositioned the product from tracking serial murderers for local police forces to the leader in cyber fraud detection where the data was intentionally modified to avoid detection.

Took company from almost bankruptcy to over \$100 million valuation and personally raised over \$12 million through delivering cyber fraud solutions to the CEO of EBAY, SVP of GEICO, CIO of Hartford Insurance, VP of Claims for State Farm.

Won huge deal as the Ebay Fraud Detection Engine by personally calling Ebay CEO Meg Whitman and when Ebay tested the software, they bought it within 30 days.

Ebay deal written up in Forbes feature article and in Ebay annual report as massively disruptive, innovative new cyber fraud search technology that helped save the Ebay brand.

Filed 6 Similarity Search Patents.

Drove major Neural Net competitor, with over 70% market share, out of business by forcing head-to-head benchmarks showing they could not find cyber fraud with a map.

Selected by the National Business Incubator Association as the top technology company in the country, over 1,800 other startups.

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## Education

Georgetown University

Bachelor of Science in Foreign Service, International Economics,  
Econometrics, Statistics, Computer Science · (1978 - 1982)

Brebeuf Jesuit Preparatory School