

Biography: Michael Scharf

Michael Scharf is an investment banker and advisor to emerging and mid-market companies. He works with them to secure new funding and guiding mergers and acquisitions. He has achieved a remarkable track record of success founding and leading a diverse series of businesses throughout his career.

Mr. Scharf spent the first phase of his career in commercial banking. Starting at First Interstate Bank, where he managed a \$100 Million operation by the age of twenty-five, and later launched the first multi-state, multi-divisional marketing programs. After ten years at First Interstate, Michael joined Great Western Bank to lead their consumer credit division. Through organic growth and acquisitions, he grew it from \$500M into a \$1 billion operation within thirty months. During this time, Michael was appointed as an advisor to the board of Visa USA, focusing on Marketing and Security issues.

In 1994, Mr. Scharf moved to TRW Information Systems, launching one of the first online consumer loan systems and bringing to the table a buyer for the company.

Three years later, Michael left the corporate world and began advising CEOs of large healthcare and financial services organizations on strategy and acquisitions. During this period, he was invited to join the team at Venture Point, the nation's only high-tech Small Business Development Center. During his tenure with Venture Point, his team helped 100 early-stage companies raise \$80 million in equity capital.

In 2002, Mr. Scharf founded Results Network, a successful executive coaching and development consultancy. Two years later, he founded EMJK Holdings, as a catalyst for new ventures. EMJK supplied management, advisory services, and access to private equity. The company's portfolio included:

- Veriflash, Inc., a credit card security company based on two of Michael's patents
- Rion Holdings, LLC an innovative buildings products company where Michael managed the launch of the company's first two products.
- Zoomozik, an online record label. Where, as COO, Michael took this startup from concept to more than 7,000 artists
- GoLiveSMS, a specialty Text Messaging Company, with a focus on enterprise messaging for the financial, healthcare and nonprofit sectors.

Selling the assets of EMJK Holdings in 2010, Michael launched what is now Uplink Capital, a FINRA registered, boutique investment banking partnership. Uplink is focused on securing equity and debt financing for emerging and middle market companies. In addition to his practice, Michael has been an advisor to the National Renewable Energy Lab, a Denver-based National Laboratory and the UC Irvine, Institute for Innovation.