

## Q&A with Dr. Boris Maslov, CEO of iGlass Technology, Inc., bringing to market their revolutionary Digital Blinds® using Thin Film and Solar Power to enable Windows in Homes, Offices and Large Facilities to Become Transparent or Darkened with the Touch of a Button



**Dr. Boris Maslov**  
CEO

iGlass Technology, Inc.  
[www.iglass-technology.com](http://www.iglass-technology.com)

Contact:  
**Boris Maslov, Ph.D.**  
(949) 424-5000  
[bmaslov@iglass-technology.com](mailto:bmaslov@iglass-technology.com)

Interview conducted by:  
**Lynn Fosse, Senior Editor**  
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**CEOCFO: Dr. Maslov, what is the idea behind iGlass Technology, Inc.?**

**Dr. Maslov:** The idea is to make the next step in the normal progress, and to develop to a better technical level simple appliances that everyone uses in their lives at home and at work, which is blinds. We all know what blinds are.

You pull the string and the blinds go up sometimes, but sometimes it does not if the string breaks. With traditional blinds, you cannot decorate it every day, you cannot voice activate it or push the app on your iPhone to close your shades, especially if you have two story upper windows or you are away from the office over the weekend. That is the market segment for us and the idea behind digital blinds by iGlass Technology. Our digital blinds are called Wisp®. It is a very thin film, just like the film that would be used to tint your car windows or to tint your windows against a strong sun. It is also similar to the film that you use to wrap your food. We make a thin sandwich of two layers of the film, and we put in-between them a material that is sensitive to electric current. Therefore, when you apply electric current to it, the thin film becomes dark and when you release the current the thin film becomes again transparent. The closest experience would be inside of your car, where the rear-view mirror is electrochromic, and that is exactly the same idea and approach.

**CEOCFO: Are you looking at commercial applications?**

**Dr. Maslov:** Of course! We are planning to produce and manufacture it ourselves in the United States, sell it in the United States, and then ultimately, internationally.

**CEOCFO: How people given much thought to doing something different with blinds? Is it a concept that people should understand easily? What is the connect or disconnect with potential customers?**

**Dr. Maslov:** The connect and disconnect is between the desires of the customers and availability of the product. There is a gap. There are two companies that are known companies that do a similar approach for the windows, such as electrochromic windows that darken themselves. However, their products are applicable predominantly to new installations like airports and fancy buildings, and that is extremely expensive. That product is not offered to residential houses, so you cannot buy it for you home. That would involve knocking out all of your older windows and replacing them with these newer style windows. Whereas, we are simply glued to the inside of the existing windows on a simple adhesive. The demand is there, and substantial demand to the supply of the product, and we are filling in the gap.

**CEOCFO: What would be involved fitting or retrofitting a building with your Wisp® digital blinds?**

**Dr. Maslov:** There are 3 basic steps. One is our distributor, who is also a qualified, licensed installer. He would go to the customer site and take all of the measurements of the windows and discuss with the customer what the intended use