

TONY BOWDEN CV

Senior wireless technology and business leader with MBA and 25 years' experience in wireless/RF/IoT/cloud technologies across multiple disciplines including engineering, product management, and business development. Demonstrated ability architecting and delivering wireless devices and highly secure cloud based IoT end to end solutions to consumer and commercial markets. Extensive contacts in semiconductor, cellular, RF, and IoT ecosystem. Relevant highlights include:

- Development and successful UL2524 approval of new Public Safety Class A BDA. Two additional Class B BDA currently in UL2524 test process.
- Managed development of two new product initiatives in smart connected products for consumer connected home and hospitality markets including a Smart Zigbee 3.0 enabled Thermostat and a portfolio of smart Zigbee 3.0 connected electrical devices (switches, dimmers, receptacles, remote sensors, scene controllers)
- Managed Verizon 3G/4G chipset/module technology roadmap and M2M/IoT home & enterprise security vertical which grew to largest M2M vertical in 12 months

SKILLS:

- IoT Applications & Secure Connected Devices
- Wireless Technologies (Public Safety DAS/4G/5G/LoRa/WiFi/BLE/Zigbee)
- Embedded HW/SW (ARM, C/C++/Java/Linux)
- Fire Safety Regulations (NFPA 1221/IFC 510, NYC Building Codes)
- Product Management
- Strategic Alliances & Partnership Development
- Business and Marketing Strategy
- Technology IP and Patent Licensing
- Cloud Architecture & Data Security
- M&A Technical Due Diligence

PROFESSIONAL EXPERIENCE

TowerIQ/Potter Electric Signal

2021-Present

Chief Technology Officer

Technical and product leader to Public Safety DAS development and product management teams. RF and regulatory domain subject matter expert. P&L responsibility for all Public Safety DAS products. Product Line management including managing 3rd party vendors and factory teams. Develop and maintain product roadmap.

- Managed multi-discipline/multi-site team in development of new Public Safety Active DAS system. First installation/field trials underway in large NYC based tower (72 stories).
- Managed development and successful UL2524 testing/approval of Class A and Class B Bi-Directional amplifiers (BDA). Class A BDA launched in Q1 2022. Class B BDA's to be launched in Q3 2022.

LEGRAND, North & Central America (Electrical Wiring Systems)

2019-2021

Director, Advanced Technology

Hands on, collaborative team leader managing people and technology across multiple disciplines. Build and lead teams to develop and deliver at scale new highly secure UL approved IoT solutions/products and enhancements. Ensure business, market, and strategic alignment via engagement with executive level stakeholders, finance, engineering (all disciplines), Product Line Management, factory teams, and technical partners and vendors. Build and maintain technology roadmap for connected products.

- Managed multi-discipline/multi-site team of internal and vendor engineering resources in the successful development of two new Zigbee 3.0 based connected product initiatives (Smart Thermostat & lighting devices) within 18 months.
- Successfully migrated existing connected product backend from AWS to Azure cloud in 9 months without disrupting service.
- Created, implemented and owned best practice engineering and software development methodology and tools roadmap leveraging Agile/DevOps workflows and industry standard tools to improve time to market and product quality.

PANSOFIK, LLC | NEW YORK, NY
CO-FOUNDER/CTO

2017 - 2019

Pansofik is a cloud enabled Internet of Things company focused on making buildings less costly to operate, healthier to live and work in, and ultimately a more profitable asset to own. We achieve these goals by delivering sensor data, providing real-time alerts, then applying predictive models and machine learning to give building managers actionable information to achieve optimal operational performance.

- Responsible for IoT end to end platform architecture and full stack implementation including end devices, communication protocols, cloud based back-end (server-less compute, rules engine, databases, analytics, and visualization/API's)
- Hands on experience deploying LPWAN/Cellular based IoT devices in the field and delivering acquired data and value- added analytics to customers.
- Engaged IoT ecosystem to establish partnerships with connectivity providers and end device manufacturer

TIKAMOBILE, INC | New York, NY
Co-Founder/Chief Operating Officer

2013 – 2016

Oversee operations of 20-person SaaS startup providing cloud-based enterprise analytic and sales workflow management application solutions via mobile (iOS, Android) for field sales and product managers. Created engineering and security policies/workflows using Agile development methodologies and managed QA/customer support. Managed all aspects of company operations: engineering, marketing, contracts, financing, hiring/payroll, budgeting and purchasing.

- Defined and implemented secure cloud architecture and established secure data handling processes, documentation, and training programs which resulted in multiple successful independently audited SOC 2 (operations and security) annual compliance attestations
- Orchestrated marketing initiatives, including hiring of dedicated marketing team, transition to WordPress based website and launch of SEO/Google AdWords campaign: doubled lead submissions in 90 days, securing \$150K deal (170 seats)

VERIZON WIRELESS | Basking Ridge, NJ
IoT Technology and Business Development

2011 – 2013

Manage Verizon's IoT cellular connectivity module and end device partnership portfolio including technology roadmap, certification, and network approval. Evangelize Verizon's IoT initiative within IoT vendor ecosystem and verticals community to drive revenue growth for Verizon Wireless connectivity, platforms, and professional services. Exposure to a wide variety of IoT verticals including smart building, energy, construction, lighting, and smart cities.

- Supported full lifecycle IoT business development, including new business prospecting, technical and business proposal generation, contract negotiation and close as well as initial service delivery and onboarding support
- Leveraged new cellular data pricing structures and guaranteed connectivity technology roadmaps to secure deal in security vertical (Alarm.com) and grow it from zero to largest IoT vertical (1M+ connections) in 12 months
- Established new connectivity partnerships and negotiated pricing and contract terms to create IoT connectivity for rural US market using alternative technologies such as LEO satellite, mesh, and low power wide area networks to extend Verizon's smart energy initiative to rural communities and reduce consumer energy costs

INTERDIGITAL COMMUNICATIONS, LLC | Melville, NY
Senior Director, Business Development (2006 – 2011)

1996 – 2011

Created new business selling internally developed 2G/3G 3GPP standards compliant mobile handset and IoT data module SoC's, reference designs, including supporting firmware and protocol stack solutions. Collaborated with finance, marketing, product management, and engineering to develop business case, financial models and define key product success metrics.

- Led sales activities in Asia Pacific region (China, South Korea, and Taiwan) to sell cellular modem technology, engineering services and bundled patents. Grew deal funnel by 300% and closed \$10M+ in sales within 18 months
- Grew \$1M software-only website referral opportunity into \$18M hardware/software and engineering services license agreement for 3G cellular terminal development with large US based defense company

Director, Product Management (2004 – 2006)

Launched/managed software product portfolio for mobile 2G/3G handsets and Wi-Fi base-stations. Managed cross-functional (sales, marketing, engineering) team to identify business case, specify requirements, generate “go to market” strategy, and create product roadmaps and performance benchmarks.

- Established and maintained strategic partnership with Intel that resulted in multi- year agreement to jointly develop 3G handset software product which generated \$30M+ in royalties over 5 years
- Led product pricing and marketing strategy in launch of suite of smart Wi-Fi base-station software module products that increased range, decreased power consumption and mitigated interference

Director, Software Engineering (1997 – 2004)

Built/led team of 60+ software engineers, onshore/offshore consultants and third-party vendors in development of 3GPP-compliant cellular handset and base-station protocol stacks and ARM-based platform software support packages including high performance device drivers and application interface software. Designed system and software architectures and perform requirements analysis, design, code, and test reviews. Managed project plans, budgeting, training, hiring and performance evaluations for department.

EDUCATION

NYU Stern School of Business, MBA, Finance & Entrepreneurship | New York, NY

NYU Polytechnic Institute, MS, Telecommunications | New York, NY

Florida Institute of Technology, BS, Computer Engineering | Melbourne, Florida

General Assembly, 10-week Data Analytics Bootcamp