

# Privoro Company Bios

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## Executive Leadership

### **Mike Fong**

*Founder and CEO*

Mike Fong is the founder and CEO of Privoro. He is an experienced technology executive and entrepreneur who decided to start a company focusing on security and privacy to empower businesses, governments and individuals to protect their sensitive information. Recognizing that smartphones are becoming ground zero for data collection and are increasingly targeted by sophisticated hackers, Mike decided to initially focus Privoro on protecting these important devices.

Understanding at the outset of Privoro what has now become mainstream news – that the entire commercial technology stack, from the chips on up, can be compromised – Mike set about developing a solution to what had previously been an untenable problem. The solution: a high-security, intelligent, modular platform for smartphones that extends their functionality and provides unique and advanced security capabilities. The result: the ability to use smartphones with the peace of mind of knowing that you can control your personal and sensitive information.

Prior to founding Privoro in 2013, Mike founded Calence and took the company from a startup organization to the largest pure-play networking integrator in the US at the time of its sale, with over \$300 million in sales to prestigious corporate and government clients. Prior to its acquisition by Insight Enterprises, Calence was recognized as a leading network consulting firm, a Gartner Magic Quadrant managed services provider and one of Cisco's top US partners.

Mike has consulted and/or served as a board member for companies across many industries, including chairing the Arizona Governor's Council on Innovation and Technology. He is a two-time Ernst & Young Entrepreneur of the Year finalist and was named the Ed Denison Business Leader of the Year for the State of Arizona. Mike started his career at Arthur Andersen Consulting and hold a BS degree in Electrical Engineering from Carnegie Mellon University.

### **David Husband**

*Chief Financial Officer*

David Husband has served as a CFO and COO for both private and public companies for 20 years. He possesses a wealth of knowledge in process optimization, accounting, financial reporting and corporate finance, including domestic and international merger and acquisition transactions and public and private financing. Prior to his role at Privoro, David served as CFO, Secretary and Treasurer of Calence. David led the process of the company's acquisition by Insight Enterprises in 2008. David also served as CFO of Vodavi Technology, a leading supplier of small business telephone systems, as well as EVP and COO of Action Performance Companies, a \$400M consumer products company. He began his career with Arthur Andersen LLP and is a CPA in the state of Arizona. He holds a BS degree, magna cum laude, in Finance and Accounting from Humboldt State University.

**Julie Dexter Berg**

*Chief Marketing Officer*

Julie Dexter Berg comes to Privoro with over 30 years of marketing and operations experience spanning the wireless, mobile, internet, broadband and consumer goods and services industries. She is a game-changing team leader with a proven track record of creating brands and customer experiences that deliver superior bottom-line results and real shareholder value. Most recently, Julie served as the CMO for Cricket Wireless, a \$3B prepaid wireless player that was acquired by AT&T in 2014 for \$1.2B. Julie also served as the CMO for SuperValu, a \$44B retail grocery company, as well as CMO for MediaOne (now Comcast), a \$5B cable broadband provider. In the mid-1990s, Julie was the EVP and GM for AirTouch Cellular's largest operating division before it was acquired by Verizon. She has served as a consultant and advisor in the areas of marketing, operations and post-merger integration work and is a published author in the business and academic press. Julie spent 10 years in consumer packaged goods with Carnation Company/Nestle Foods after receiving her MBA from the University of Oregon. She also holds a BA in Hotel and Restaurant Administration from Washington State University.

**Blake Kotiza**

*Vice President, Sales*

Blake Kotiza leads Privoro's sales efforts to key customers within the government, enterprise and international markets. Blake works relentlessly to push adoption and remove roadblocks among first movers within their respective spaces, providing a framework for Privoro's reseller partners to follow. At the same time, he develops and pursues new business opportunities. He's an always-on ambassador of all things Privoro, sharing the company's vision with anyone who will listen.

Blake brings to Privoro nearly 15 years of experience providing an array of technology solutions – from point products and services to large and complex outsourcing solutions – to clients and partners. Prior to joining Privoro, he managed strategic relationships for Cisco Systems, working with Fortune 500 clients like Avnet and Charles Schwab. Previously, Blake managed inside and outside sales teams handling software, hardware, consulting and managed services at Calence, one of the largest pure-play networking integrators in the United States, and later at its acquiring company, Insight Enterprises. During this time, he managed over \$250 million in yearly business.

Blake earned a bachelor's degree in Communication from Lake Forest College and an MBA from Washington University in St. Louis.

**Michael Mahoney**

*Vice President, IT and Business Operations*

Michael Mahoney leads Privoro's IT and business operations and comes to the team with over 15 years of experience in finance, operations and strategic analysis. In his current position, he has broad responsibility for all IT systems and business operations for the company. Prior to joining Privoro, Michael served in various leadership positions in business operations, data analytics and systems implementations for CenturyLink. In his most recent role, he was a senior finance and operations leader for CenturyLink's \$600M managed hosting and cloud services business, a Gartner Magic Quadrant leader. There, his scope of responsibilities included strategic planning and budgeting, sales operations, financial reporting, business management KPI development and tracking and strategic analysis functions. Michael also held business operations and strategic planning roles for Solutia, a global manufacturer of performance materials and specialty chemicals, as well as DRS Technologies, a manufacturer of integrated military electronic support equipment and support services. Michael began his career as a financial analyst for Accenture. He holds an MBA from Washington University in St. Louis and a Bachelor of Science in Finance and Accounting from Tulane University.

## Advisors & Investors

### **John Chambers**

John Chambers, founder and CEO of JC2 Ventures, focuses on helping disruptive startups from around the world build and scale. He invests in companies that are leading market transitions, such as Airware, Aspire Food Group, DEDrone, OpenGov, Pindrop, Privoro, SparkCognition, Sprinklr and Uniphore. He serves on the Board of Directors for Airware, OpenGov, Pindrop and Sprinklr.

John is also the Chairman of the US-India Strategic Partnership Forum (USISPF) and was recently appointed Global Ambassador of the French Tech by President Emmanuel Macron of France.

In addition to investing in and mentoring startups, he promotes entrepreneurship, gender equality and accelerating overall new business creation, as he believes that startups will be the core driver of economic growth and job creation in the Digital Age.

Prior to founding JC2 Ventures, John spent over 25 years with Cisco, serving as CEO, Chairman and Executive Chairman. He currently holds the title of Chairman Emeritus with the organization.

### **Pankaj Patel**

Pankaj Patel recently served as the Executive Vice President and Chief Development Officer at Cisco Systems, where he reported to the CEO as the engineering head of the company's \$38 billion product and solution portfolio. He drove the business and technology strategy across Cisco's Routing, Switching, Wireless, Security, Mobility, Video, Collaboration, Data Center and Cloud offerings, which were delivered by a global team of over 26,000 engineers.

Pankaj is a results-oriented and seasoned technology leader with over 25 years of experience developing highly scalable products and services by building and leading large, high-performance global engineering organizations, setting clear vision, directing strategy and delivering against goals. He is passionate about translating strategy to execution and delivering the best experience for the customer.

Pankaj retired from Cisco in October of 2016 and now serves on the Board of Directors of several startups. He is focused on incubating and advising startups, particularly in the areas of strategy, product development, go-to-market plans and scaling. In addition, Pankaj serves as a mentor and sponsor to numerous employees throughout the industry.

**James P. Kavanaugh**

Jim Kavanaugh is the cofounder and CEO of World Wide Technology. Kavanaugh and his proven management team have guided WWT from a small startup technology company into a world-class organization.

In the early years, Kavanaugh solidified WWT's financial position through profitable growth and a \$27.5M venture capital investment, which was repaid in 2005. Kavanaugh currently focuses his time in the areas of technology innovation, long-term planning, strategic acquisitions, financial performance and employee development, and he passionately oversees WWT's unique corporate culture. Prior to founding WWT, Kavanaugh worked at Future Electronics and played professional soccer. He received his Bachelor of Science in Business Administration from Saint Louis University in 1986.

Kavanaugh has won numerous business, entrepreneurial and charitable awards over the years and earned a position in the Saint Louis University Business Hall of Fame. He was recognized by Glassdoor as the #2 ranked CEO in 2017 for all large businesses in the United States.

Deeply committed to giving back to the community, Kavanaugh has been involved in supporting numerous local and nationwide charitable organizations. He also has been a trustee of the board for his alma mater, Saint Louis University, since 2010. He is Chairman and Founder of Saint Louis FC of the United Soccer League, Chairman of the Scott Gallagher Soccer Club and investor owner of the St. Louis Blues.

**Jim McGuire**

Jim McGuire recently retired from Charles Schwab, where he was the Executive Vice President and Chief Information Officer for Schwab Technology Services (STS). In this role, Jim was responsible for Schwab's technology innovation, development, infrastructure and operations. He was also a member of Schwab's Executive Committee. While at Schwab, Jim focused on developing and advancing Schwab's business and technology strategy as well as Schwab's cybersecurity program.

He rejoined Schwab in August 2009 from eBay, where he was responsible for workplace technology and enterprise applications, along with production site operation of eBay's PayPal business. Prior to eBay, Jim held senior executive positions at Source Informatics and American Express.

He earned his bachelor's degree in computer information systems at Arizona State University and has attended several executive education courses at Harvard and Stanford Universities.

**David Casillo**

With more than 30 years of business experience (including 18 years in the IT industry), Dave Casillo has established a strong reputation for enhancing partner relationships, driving sales growth and ensuring partner satisfaction through the development of innovative business programs. He is a member of a very exclusive group of channel veterans who have held executive positions at a manufacturer, value-added reseller and distributor.

Dave is currently the Senior Vice President of Global Channels and Enterprise Sales at erwin, a leading data management and data governance software company in the big data space. He is accountable for all sales revenue generated by partners in the channels and alliances ecosystem.

Prior to his current role, Dave was Vice President of Worldwide Channels and Alliances at Hewlett Packard Enterprise Software and also served as Vice President of Worldwide Channels at Dolby Laboratories. Before joining Dolby, Dave was part of the leadership team at Adobe Systems, where he last held the position of Head of Worldwide SMB Cloud Services.

**Brian Marlier**

Brian Marlier comes to Privoro's advisory board with 35 years of enterprise sales experience. Most recently, Brian was Senior Vice President of Global Architectures and Enterprise Transformation for Cisco Systems, leading the Cisco team responsible for selling complex technical transformations to large customers across the globe. Before assuming this role, Brian served as Cisco's Senior Vice President of US Enterprise sales, where he was responsible for sales of Cisco technology and services to 560 of the company's largest customers in the United States. Brian has held leadership positions at Nortel, EMC, Hitachi Data Systems and IBM. He holds a BA in Business from the University of Illinois at Urbana-Champaign.

**Jason Lish**

Jason Lish serves as the Chief Security Officer for Lumen (formerly CenturyLink), where he provides strategic direction for all corporate cybersecurity functions. Prior to joining Lumen, Jason served as the Chief Security, Privacy and Data Officer for Advisor Group, leading all security and data integrity functions for one of the largest networks of independent financial advisors in the US.

Prior to that, he was CSO and later Chief Information Officer for Alight, leading physical and fraud security as well as the company's overall digital, technology, enterprise risk and security strategy. Jason also spent many years in various security leadership roles with Charles Schwab and Honeywell.

Jason began his career in the United States Air Force as a telecommunication and intelligence specialist, administering large network, communication and cryptographic systems. He resides in Phoenix and holds a Bachelor of Science degree and an MBA. Jason holds several certifications in security, networking and process management, and he participates in several industry security advisory boards, including Privoro and Tigera.

**Klaus Knappik**

Klaus Knappik is the CEO of MLA International Consulting, a privately held company operating out of Fort Lauderdale. He is also a member of the Board of Trustees of Arizona State University's Thunderbird School of Global Management.

Klaus has held executive management positions in the airline and logistics industry for 40 years, including with Lufthansa Airlines in Germany, Schenkers International Forwarding in the US and Japan, Pandair in Holland, Danzas in the US and the Swissair Group in Switzerland.

He was the Chairman and CEO of DHL Global Mail, the world's largest international mail organization, as well as the Chairman of YDM, a direct marketing joint venture of Yamato and DHL in Tokyo.

Klaus has also served on the boards of Cargolux Airlines, Swiss Post, Panalpina and the IATA Cargo Committee.

**Dave Ward**

Dave is Chief Architect at Cisco Systems, where he is responsible for architectural governance, definition of strategy, development of new technology and use-inspired research. Working via tight partnerships with customers, partners, developers and academia, he is also leading co-development and co-innovation initiatives. He has been the Routing Area Director at the IETF and the chair of four working groups (IS-IS, HIP, BFD and Softwires) and has also worked with the ITU-T, ONF and several Open Source consortia. Dave was also a Juniper Fellow and Chief Architect working on the operating system and next-generation routing systems. He has a small vineyard in the Santa Cruz Mountains and an heirloom tomato farm along the St. Croix River in Somerset, Wisconsin.



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