

## **THE MANAGEMENT TEAM**

The Management Team consisting of Ravi Narayan, Prabhakar Valivati, Nagendra Satyan, Margarete Kalinowski, Balaji Pasumarthy, and Sudhir Kapu comes with substantial experience in the areas of establishing, managing and growing organizational entities in international markets. Each of the Management Team members has been involved with start-ups and multinational corporate entities having held diverse Chief Officer level positions.

### **Mr. Ravi Narayan (Chief Executive Officer):**



Mr. Ravi Narayan brings over 20 years of experience in the entrepreneurial space having started American Systems International (ASI) providing IT solutions for the US federal market, Nextone Communications (sold to Genband), a global leader in the VoIP space and Astuto Networks (sold to Ismart International), an India based company specializing in network infrastructure products for the emerging markets. Ravi has also worked at various technical and management levels for IBM and Hughes Network Systems.

He is also the founder and Managing Director of Mentor Partners, one of the most successful early stage mentoring and venture fund in India and USA. The portfolio company of Mentor Partners includes Ugenie (sold to Lulu), Ilantus, Bubble Motion, Atlantis Computing, Elina Networks and atOnePlace. He has Bachelors of Technology from IIT Madras, and MS in Industrial Engineering & MBA from University of Southern California. He is a founding member of PAN-IIT and Charter Member of the TiE organization.

### **Mr. Prabhakar Valivati (Chief Strategy Officer):**



Mr. Prabhakar Valivati has 20 years of business management experience spanning areas of business planning, finance strategies, marketing and international business management. He has worked in key roles at TVS Suzuki and Wipro prior to co-founding RelQ Software, building the company from scratch and eventually selling it to EDS. He has since co-founded Mentor Partners, an early stage Mentoring firm, as well as MentorSquare. Prabhakar has a BS in Electronics Engineering from the Bangalore University and an MBA from Indian Institute of Management, Bangalore.

### **Mr. Nagendra Satyan (Chief Operating Officer):**



Mr. Nagendra Satyan brings over twenty years of experience in IT and Management Consulting and another eight years in industry. In his latest assignment at EMC India, where he led the engineering organization as Vice President and GM, he built it from a 20 to a 1000-member strong team in a span of 36 months, covering all the product lines. Prior to joining EMC, Nagendra was the Managing Director at Sanware Storage Solutions; Country Manager at Accelerated Networks India; COO at Princeton Consulting, India; President, Network Programs, Bangalore; and Head of Management Consulting, Tata Consultancy Services, Bangalore. His experience in IT spans the areas of start up and management of a large multinational software organization, steering it through establishment, growth and building multi-site software project execution and delivery capability. Experience in consulting spans the areas of strategic planning, organization structuring, management systems and processes, diversification and investment strategy. Nagendra is an Engineering graduate from the Indian Institute of Technology, Kanpur, and an MBA from the Indian Institute of Management, Bangalore

**Ms Margarete Kalinowski**

**(Vice President Global Business Development & Alliances):**



Ms Margarete Kalinowski has extensive experience of more than 12 years in international consulting in the areas of strategy, internationalisation, business management, international marketing, global business development, organizational restructuring, mergers and acquisitions from organizations like McKinsey Consulting, Siemens Management Consulting, Credit Suisse First Boston and Merrill Lynch. Margarete has a deep understanding of the European markets, speaks seven European languages, and has successfully established eight companies in foreign markets. Having worked, studied, and lived in diverse countries on all continents, she gained tacit knowledge of many countries' economical, political, and cultural backgrounds. Her tertiary education, which Margarete deliberately geared towards international business, encompasses three Master's degree from Europe's top universities as well as a Ph.D. in Economics and Management Sciences from ESADE Business School, Barcelona.

**Mr. Balaji Pasumarthy (Director of Product Management):**



Mr. Balaji Pasumarthy is the publisher of Businessgyan Business Digest and Portal. Businessgyan provides inspiring and practical articles for entrepreneurs and decision makers. His first venture, Golden Square Serviced & Virtual Offices, has been a launch pad for more than 350 companies. As Executive Director of Business Network International in Bangalore, he helps local businesses find customers easily. Another enterprise of his, space4groups.com, provides easy-to-use community portals, for alumni and industry associations. To Balaji, entrepreneurship is a passion. He is an MBA from the Indian Institute of Management, Bangalore, and a B Tech from IIT Madras.

**Mr. Sudhir Kapu (Director of Engineering):**



Mr. Sudhir Kapu has 20 of experience in IT and has been consulting at senior levels with companies ranging from start-ups to Fortune 100 corporations. He is an enthusiastic proponent about technology and its impact on business and productivity.

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