

# ZACK

## BAGHDASARIAN

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### INDUSTRY EXPERTISE

P&L \$3M | CAPEX \$20M | OPEX \$20M | 300  
DIRECT REPORTS | GLOBAL OPERATIONS

- Deep CEO/C-Level Operational Experience | Innovation & Execution | Capital Deployment | Profitability | Deal Structures & Negotiations
- AI | SAAS | Telecommunications (5G) Mobile Networks | Highly Profitable Exit Strategies
- Inventor with 18 Patents granted by the United States Patent and Trademark Office (USPTO)

### BOARD EXPERIENCE

- Chairman & CEO | Cloud Intelligence
- Chair of the Angel Capital Entrepreneurial (ACE) Fund Deal Committee
- Member of the Advisory Board for Integrien Networks, myShape.com, and Eden Tree Technologies
- Board Member for Metera Networks, IRIS Labs, and Coree Networks
- Board of Directors | Sensogram Technologies
- Board of Trustees | The Armenian National Science Lab
- Board Advisor to CEO | Mobilex
- Advisory Board & Advisor to CEO Myshape Inc.
- Board of Directors | Calisto Medical
- Trustee Board Member | Chandler School and The Seban Research Institute Committee of Board of Trustees at Children's Hospital LA (CHLA)

### BOARD COMMITTEES

- Finance, Development, & Technology Committees
- Crisis Management | M&A Teams

### BOARD SKILLS

- Corporate Governance
- Fiduciary Duty & Governance
- Financial Stewardship
- By-Law Creation & Compliance
- Operating Plans
- CEO Performance
- Succession Planning
- Joint Ventures & Partnerships
- Investor Relations Management & Communications

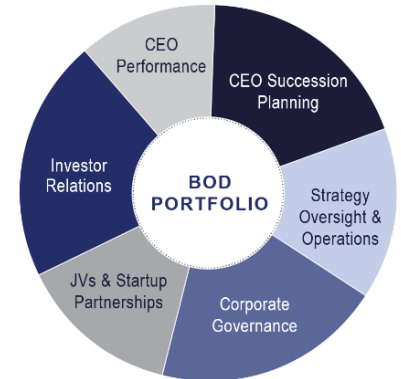
## Board of Directors | Board Advisor & Consultant for Technology Public & Private Companies

### Technology Consultant & Advisor to CEOs, PE/VCS, & Boards of Directors for Small to Midsize Private & Public Companies

**Award-winning business technology leader, CEO, board chair, and advisor** with a 30-year track record for spearheading profitable software companies to successful exits.

**Licensed and launched a commercial AI product** based on patented technology for Cloud, the creator of the Artificial Intelligence Management System (AIMS), the first AI ecosystem for enterprise AI, and AI pioneer for the public safety and security sectors.

**Awarded the Top 6 Best Intelligence Assistant Innovation Alconics Award, AI Summit.** Proline Technologies acquired Cloud. Won key accounts with US Federal Government and Fortune 500 enterprise accounts with 18 IP patents. Personally, engaged in a \$550M M&A transaction for a Fortune 100 company.



London School of Economics & Political Science | HEC Paris School of Management |  
New York University Stern School of Business | TRIUM Global EMBA

### BOARD-LEVEL ADVISORY EXPERIENCE & ACCOUNTABILITIES

**CHAIRMAN | CHIEF EXECUTIVE OFFICER | CO-FOUNDER** | Cloud Intelligence (Proline Technologies)  
Los Angeles, CA | 2013 – PRESENT

- **Licensed and launched a commercial AI product** based on patented technology developed at USC AI lab funded at \$2M+ by US Government, DHS, ARMY Research Lab, and US Department of Defense.
- **Engaged with Fortune 500 leaders** to secure artificial intelligence (AI) solutions, including Procore Technologies and Lockheed Martin.
- **Negotiated the IP, licensing contract, structured the agreement**, established equity structure, bylaws, operating plan, and other relevant agreements.
- **Drove revenues 300%**, achieved profitability, and secured major customers such as USC Public Safety, LAX Police, US Coast Guard, LA Sheriff, and The Pentagon Protection Force.
- **Raised \$2.5M seed money** and subsequently pitched the product line to Fortune 500 C-Level executives—delivered a customized solution in only 8 weeks.

### BUSINESS CONSULTANT AND BOARD ADVISOR | ASKZUM3 | LOS ANGELES, CA 2012 - 2013

Hired by the Chairman & CEO to advise on expansion from auto insurance core product to auto service and purchase segments. Served as CRO, CFO, CMO, CCO, and Customer Engagement Lead.

- **Developed innovative products**, led positioning, marketing, and entrance into the consumer auto insurance and acquisition segment.
- **Orchestrated and managed the firm's internal resources** during the development and launch of AskZum3. Rapidly captured market attention as the product reached 30K active users in the first year.
- **Crafted strategies for product positioning**, product development, marketing, and entrance into the consumer auto insurance and acquisition segment.

**ENTREPRENEUR IN RESIDENCE** | USC Stevens Center for Innovation |  
Los Angeles, CA | 2012 – 2013

- **Appointed Entrepreneur in Residence** at USC Stevens Center for Innovation. Advising Student and Faculty to expand Intellectual Property (IP) commercialization and start-up launches.
- **Expertly commercialized USC technologies** that led to several start-ups, including Cloud Intelligence.

**CEO** | 11Desks.com | Los Angeles, CA 2010 – 2011  
A start-up SAAS company that provided software systems to create personal portfolio records for students' career planning.

- **Led a company** in which students can connect with their peers and teachers, share resources, keep track of deadlines, and submit assignments. Designed for maximum ease-of-use with an ability to reach any feature or page in just 3 clicks.

**CHAIRMAN | CHIEF EXECUTIVE OFFICER | ANGEL INVESTOR** | Tatham Associates | Los Angeles, CA 2002 – 2013  
A business advisory firm for organizations seeking business expansion, seed investment, and start-up strategies. Evaluated early-stage start-ups for seed investment and delivered guidance on strategy operations.

- **Arranged seed funding** for Integrien Networks, acquired by VMWare for \$105M in 2010.
- **Organized many Series A and B investments** for online retail and high-tech start-ups.

## EARLIER CAREER ABSTRACT

**VICE PRESIDENT ENGINEERING AND CO-FOUNDER** | Monterey Networks | Dallas, TX | 1997 – 1999 | A \$10M VC-backed company. Raised \$10M Series A from Sequoia Capital, Jafco Ventures, ComVentures, and Sevin Rosen Funds. Relocated the company from California to Texas to onboard the early management team.

- Niche a new asset class of networking products and wavelength routers to support ISPs satisfying explosive customer demand.
- Sold to Cisco Systems Inc. at the highest shareholder exit value.
- Delivered 18 patents in less than 2 years and sold to Cisco for \$550M, with an eventual exit of \$1B+.

**Vice President Engineering** | Sourcecom | 1995 – 1997 | **General Manager** | Signalling Group | 1994 – 1995  
**Director of Engineering** | Tekelec | 1989 – 1993 | **Software Engineer** | HP | 1983 – 1989

## PATENTS & INTELLECTUAL PROPERTY

**Inventor with 18 Patents** granted by the United States Patent and Trademark Office (USPTO)

## FORMAL EDUCATION & LANGUAGES

Executive MBA | TRIUM Global EMBA | LSE London, HEC Paris, NYU New York  
Executive Management | UCLA Anderson School of Management, CA  
Master of Science | Engineering Management (MS) | Santa Clara University, CA  
Bachelor of Science in Electrical Engineering (BSEE) | Villanova University, PA  
Languages Spoken: English | Armenian | Persian

## PHILANTHROPY

Member of Telecommunication Committee in City of Malibu | 2010 – 2012  
Oversaw deployment of free Wi-Fi in all Malibu parks and re-creation areas in California and collaborated with the 3 major mobile service providers to add cell towers and improve cell coverage within the city  
Trustee | Chandler School and The Seban Research Institute Committee of Board of Trustees at Children's Hospital LA (CHLA)

## SELECTED INDUSTRY ACCOLADES

"Given Zack's leadership as CEO of Cloud Intelligence, I am extremely enthusiastic in recommending Zack for executive leadership, leading the operation of the company, and for board leadership. He is fantastic in financial planning and modeling, budgets, and financing. He is also extremely skillful in strategic partnership and contract negotiation."

John Doe | Professor Computer Science CRCS at Ivy League University

"Zack is an experienced technology executive with expertise in advisory, executive, and consulting roles throughout his career. He is an entrepreneur at heart who has a knack for spotting great talent, opportunities, and the ability to guide a team and persevere. He brought the founders of Cloud Intelligence together and built a company proven to be the best artificial intelligence partner for organizations looking to transform AI strategy into AI reality. He is a great advisor and one that I can always count on giving me expert guidance."

Jane Doe | SVP Engineering | Proline Technologies | Santa Monica, CA