



Biography

Entrepreneurial Executive with a team-building style and a strong background in designing complex innovative solutions for the Industrial Internet-of-Things (IIoT), broadband residential internet access and communications markets. Proven track record with startups in engineering, marketing, sales and manufacturing positions. Managed projects in the USA, Japan, China, India, Brazil, Israel, United Kingdom and Italy by fostering consensus and building world-class multicultural teams.

In 2008 Armando Pereira founded the PVentures Group, a consulting practice working with companies to build partnerships, raise financing, and develop go-to-market strategies. Mr. Pereira's domain expertise areas are the IoT ecosystem and residential broadband with a focus on analytics and development of system-on-a-chip semiconductor solutions. Recent projects include the market introduction of an industrial IoT company in Italy, and the launch of the Open Fog Consortium.

In 2005 Mr. Pereira joined FlexLight Networks, Inc. and served as the President and Chief Executive Officer for this Israeli high-tech fiber-optical startup designing and selling GPON solutions worldwide.

In 2002 Mr. Pereira joined Centillum Communications, Inc. (NASDAQ: CTLM) and served as the Vice President / General Manager of its Optical Business Unit. The BU developed best-in-class semiconductor solutions which were adopted by NTT in Japan and developed in partnership with OKI and Sumitomo.

Previously in 1999, Mr. Pereira had co-founded Alloptic Inc. and served as its President and Chief Executive Officer starting in 2001. This innovative startup revolutionized the broadband residential market and was listed by Upside Magazine in its Top 100 Startups (June 2002).

Mr. Pereira has over thirty years of experience in engineering, marketing and sales of high-technology systems. Prior to Alloptic he built a career in Engineering, Marketing and Business Development roles, starting in 1982 as a design engineer at National Semiconductor in Silicon Valley.

Mr. Pereira was also a long-time contributor to the standards community, involved between 1987 and 2007 in the work to promote new methods and procedures for high-speed copper and fiber optic circuits within the ANSI and T1-Committee organizations.

From 2001 to 2007 Mr. Pereira served on the Board of the Telecommunications Industry Association (TIA) and as a Member of the Board of Governors of the Electronics Industry Alliance (EIA) in Washington DC. Mr. Pereira is a Senior Member of the IEEE.

He holds a BSEE from San Jose State University, an M.S. in Electrical Engineering and an MBA from the University of Santa Clara.

