



**Explore AI # 1**  
*Meet the Most Important CEOs*  
*in the AI Industry*



**2021.08**  
**Dragon Gate Investment Partners LLC**  
**Elaine Yu**

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I am Elaine Yu,  
Financial Analyst of  
Dragon Gate Investment Partners.

I will share about  
what you need to know  
in entering the AI industry.



Many people are targeted in pursuing  
a job in the AI industry,  
but there are only a few people  
will alternate your fate.

Do you know who they are ?

If you do, let's share it !

If you don't, I know who they are !





Why is it important to explore the  
CEOs' experience ?

A CEO is the highest-ranking  
executive in a company, he/she is  
crucial in the decision-making  
process.

The background of a CEO tells you  
what could possibly drive his/her  
success.





**ALARM.COM®**

## ALARM.COM (NASDAQ: ALRM)

- Alarm.com was founded in 2000 as part of MicroStrategy's research and development unit, to provide integrated smart home and business software, which include cloud-based services for remote control, home automation and monitoring services

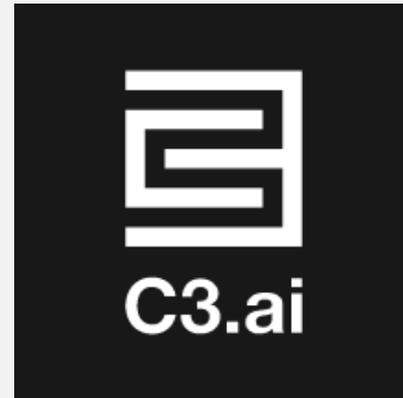
## CEO: Stephen Trundle

- He has served as the president & CEO at Alarm.com since 2003
- He was the VP in Technology and CTO of MicroStrategy (1992-2001), a company that provides business intelligence, mobile software, and cloud-based services
- He holds a BA degree of Engineering Sciences and Government from Dartmouth College



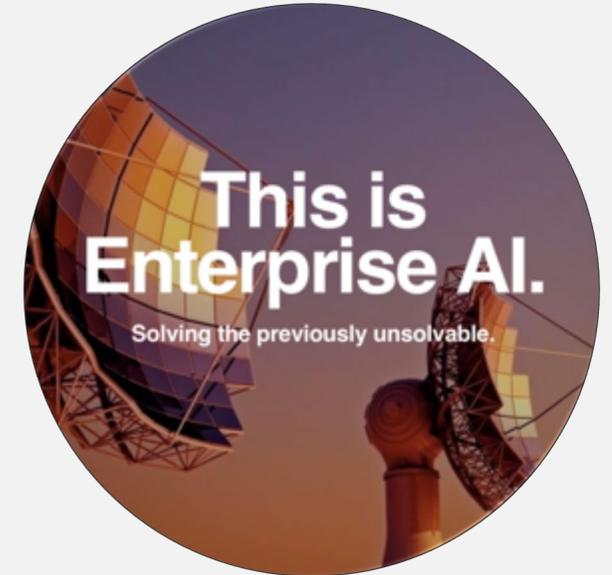


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## C3.AI (NYSE: AI)

- C3.ai was founded in 2009, as an enterprise AI software provider that builds enterprise-scale AI applications, aims to accelerate digital transformation





## CEO: Tom Siebel

- He is the founder and was previously the board of directors of C3.ai, he has become the CEO in 2011
- He has served as the chairman at First Virtual Group since 1996, a diversified holding company





- He held leadership/management position in Oracle corporation from 1984 to 1990
- As an executive at Oracle, Tom proposed the idea of creating enterprise software applications tailored for sales, marketing, and customer service functions. Oracle management declined his proposal. Therefore, Tom left Oracle to found Siebel Systems in 1993 to pursue this opportunity



- In 1990-1992, he was the CEO of Gain Technology, a multimedia software company that merged with Sybase in December 1992
- He previously founded and served as the CEO at Siebel Systems from 1993-2006, a global CRM software company. Siebel Systems grew to over 8,000 employees in 32 countries, more than 4,500 corporate customers, and annual revenue greater than \$2 billion and merged with Oracle in January 2006





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# duostech





## DUOS TECHNOLOGIES (NASDAQ: DUOT)

- Duostech was founded in 1990, it designs and develops software solutions, to provide intelligent technology solutions and systems for inspection, automation, safety and security for critical infrastructure



## CEO: Charles (Chuck) Ferry

- He has served as the CEO at Duostech since 2020
- He holds an undergraduate degree from Brigham Young University in Political Science. Also, he is a graduate of the U.S. Army Command and General Staff College





- He has served 26-year in the U.S. army (1983-2009)
- In 2009-2010, he was the director and operations manager of Lockheed-Martin, an American aerospace, arms, defense, information security, and technology company
- In 2010-2016, he served as the general manager/VP at ARMA Global Corporation, a company that provides manpower support and training services
- He was the CEO (2018-2020), and COO/President (2016-2018) of APR Energy, a provider of power solutions



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**FORTINET®**

## FORTINET (NASDAQ: FTNT)

- Fortinet was founded in 2000. It develops and sells cybersecurity solutions, including products such as firewalls, plus software and services that include anti-virus protection, intrusion prevention systems and endpoint security components





## CEO: Ken Xie

- He was born and raised in Beijing, China
- He holds M.S. in electrical engineering degrees from both the Tsinghua University and Stanford University





- Fortinet is the third company founded by Ken
- He became interested in entrepreneurship while at Stanford, and therefore founded his first company in 1993, a software firewall business named SIS
- Ken's second company is called NetScreen Technologies, an online security firm that was acquired by Juniper Networks in 2004



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## JOHNSON CONTROLS (NYSE: JCI)

- JCI operates as a diversified technology and multi-industrial company through building solutions that powered by AI, it focuses on developing energy solutions, integrating infrastructure and transportation systems
- JCI is formed via the merger of American company Johnson Controls with Tyco International in 2016
- A majority of the main executives and independent directors are appointed during or after merging



## CEO: George Oliver

- He has served as the CEO at JCI since 2017
- He was previously the CEO of Tyco and the president and coo of Johnson Controls, which led the integration of Johnson Controls and Tyco following the 2016 merger





- Prior to Tyco, he had a more than 20-year career with General Electric, as the president and COO of GE Water and Process Technologies, the president and COO of GE Engine Services, as well as leadership roles in GE's Aircraft Engines and Appliances divisions
- He serves on the Board of Directors of Raytheon Company, a technology and innovation company specializing in defense and other government markets



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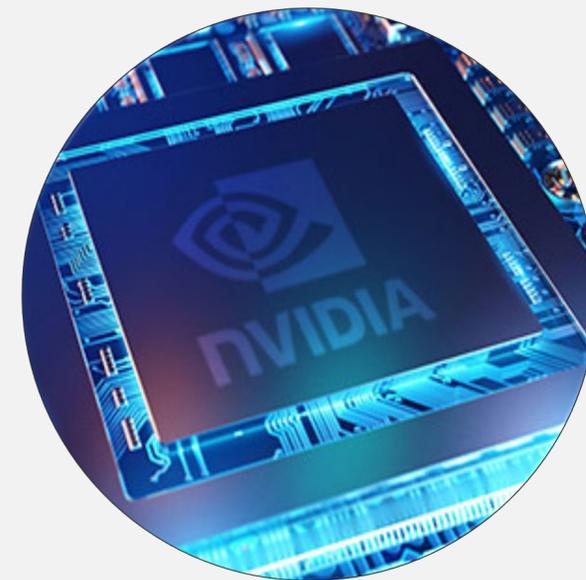


**NVIDIA®**



## NVIDIA (NASDAQ: NVDA)

- Nvidia was founded in 1993, a company that designs graphics processing units for gaming and professional markets, as well as system on a chip units for the mobile computing and automotive market





## CEO: Jensen Huang

- One of the co-founder of NVIDIA
- He immigrated to the U.S. when he was 9-year-old
- He holds both the Bachelor and Master degrees in the field of electrical engineering





- Prior to NVIDIA, he served at LSI for 8-year as a director, and at AMD for 2-year as a microprocessor designer
- In 2001, he ranked #12 on Fortune's list of the 40 richest self-made Americans under 40



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**Quantum.**<sup>®</sup>

## QUANTUM CORPORATION (NASDAQ: QMCO)

- Quantum Corp was founded in 1980, a company that offers software systems which enable editing, processing and managing the digital video and image datasets, also provides systems that support long-term data storage facility to archive and preserve digital content for decades





## CEO: Jamie Lerner

- He joined Quantum Corp in 2018 as CEO
- He has 25 years of experience in the field of technology
- In 2009-2014, he served in top executive roles at Cisco, he led the turnaround of three business units under the Cloud and Systems Technology Group, and managed approximately 40 products with more than 2,500 employees





- In 2014-2015, he served as the president of Cloud Systems and Solutions in Seagate technology, managed market adjacencies including storage and converged infrastructure and storage products
- In 2016-2018, he served as the Vice President and COO for Pivot3, a hyperconverged infrastructure and video surveillance technology company, where he oversaw the operations, global field sales, customer support, professional services, manufacturing and supply chain



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## TWILIO (NYSE: TWLO)

- Twilio was founded in 2008, offers cloud communications platform as a service (CPaaS), which allows software developers to programmatically perform communication functions such as making call or sending text messages using its web service APIs



## CEO: Jeff Lawson

- He is one of the co-founder of TWILIO
- He was a serial investor with over 15-year of entrepreneurial and product experience
- In college, he founded Varsity, an online notetaking marketplace. Jeff was a college student at the time, he knew what college students wanted, and therefore no focus group required for him to clearly identify the demand of the market





- Next, he joined Stubhub as a founding CTO, but he mentioned “I didn’t feel passionately that the world needed the product we were building”
- He served as a Technical Product Manger at Amazon for about 1-year
- Prior to TWILIO, he was the founder an CTO of Nine Star Inc., a civic and social organization
- When he started TWILIO in 2008, he not only found a problem that needed to be solved, he also found problem that he was passionate to solve



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# VERITONE (NASDAQ: VERI)



- Veritone was founded in 2014
- Veritone provides AI technology and solutions through its proprietary operating system aiWARE, by deploying machine learning models in transferring data sources into actionable intelligence



## CEO: Chad E. Steelberg



- He is the co-founder of Veritone and served as the CEO since founded
- He is the co-founder and served as the CEO of Adforce from 1993-1999, a publicly-traded ad-serving company that was acquired by CMGI after going public in 1999



- He is the co-founder of 2CAN Media, an internet ad sales organization, acquired by CMGI and merged with AdSmart/Engage Media
- In 2002, he founded dMarc Broadcasting, an advertising company that was acquired by Google Inc. in 2006
- In 2006-2007, he served as a manager of Audio Division of Google Inc., which had led the expansion of Google into broader forms of media, developed over 15 patents applying to both offline and online audio and video content, also the advertising management



- In 2007-2012, he served as the board member of Brand Affinity Technologies, Inc., created a technology that matches celebrities with endorsement deals
- He has served as the official member of Forbes Technology Council since 2017, as a Forbes contributor on topics related to AI technology, innovation, leadership and global strategies



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**VERRA  
MOBILITY™**

## VERRA MOBILITY (NASDAQ: VRRM)

- Verra Mobility was formerly known as American Traffic Solutions
- It was acquired by a private equity firm called Platinum Equity in 2017, and sold to Gores Holdings II (a SPAC company) in 2018 then merged with Highway Toll Administration
- Verra Mobility develops and deploys technology and data intelligence, provides technology solutions and services specialized in smart mobility





## CEO: David Roberts

- He has served as the CEO of Verra Mobility since 2018
- Prior to the changing name to Verra Mobility, he has served as the COO at American traffic Solutions since 2014





- In 2004-2009, he was the president and CEO of Equity Methods, a company that provides valuation, financial reporting, and human resources advisory services related to equity compensation and complex securities
- He was the President and CEO of BillingTree, a multi-channel electronic payment platform company
- In 2009-2012, he served as the managing director of equity plan service in BOA



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.vivint



# VIVINT (NYSE: VVNT)

- Vivint provides cloud-enabled and AI technological solutions, engages in the sale, installation, servicing, and monitoring of smart home and security systems
- It was acquired by Blackstone Group in 2012 for \$2 billion
- It went public after conjoining with Mosaic Acquisition Corp., a publicly traded SPAC



## CEO: David Bywater



- The founder also the previous CEO of Vivint, Todd, has decided to step down but remain a member of the board of directors as he would like to pursue other entrepreneurial goals and devote himself to those investments and businesses
- David has served as CEO for Vivint since June 2021



- In 2003-2013, he served in the Xerox as the COO, specialized in managing the Transportation & Government Healthcare businesses
- He was the COO of Vivint Smart Home, oversaw for the human resource, supply chain management, operation, etc., from 2013-2016
- Then, he served as the CEO of VIVINT Solar from May 2016 to April 2021



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**Western Digital®**



## WESTERN DIGITAL (NASDAQ: WDC)

- Western Digital is a computer hard disk drive manufacturer and data storage company. It designs, manufactures and sells data technology products, including storage devices, data center systems and cloud storage services
- It is founded by Alvin B. Phillips, a Motorola employee in 1970. Western Digital was founded as General Digital that manufactures MOS test equipment



## CEO: David Goeckeler

- He has served as the CEO of Western Digital since March 2020
- Prior to David, Steve Milligan has served as the CEO at Western Digital since 2013 and expressed his intended retirement in 2019





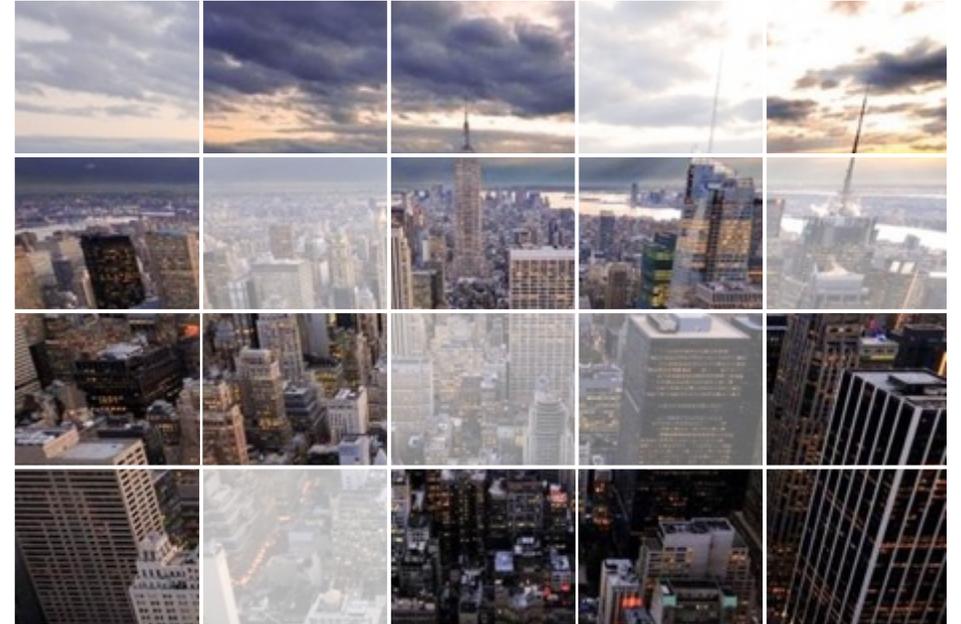
- David was previously the executive vice president and general manager of Cisco's Networking and Security Business and had served the company for 19 years
- In Cisco, he led a team of more than 25,000 engineers and oversaw Cisco's networking security strategy and market acceleration, which included the development operations for company's expansive technology portfolio and strategic acquisitions





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# Thank you!



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