

Frantz Lohier, Ph.D

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TECHNOLOGY AND PRODUCT EXECUTIVE

Passionate about driving profitable growth with agility, pragmatism, tenacity while developing or leveraging disruptive technologies. In the past two decades, I enjoyed being part of some of the most ground breaking innovations; video-calling (**Logitech**), IoT (**own startup**), drones/aerial imaging (**Qualcomm**), automotive disruptions (**Samsung** with autonomous cars, **Faurecia** with future in-vehicle cabin experiences)

MY BACKGROUND, CORE COMPETENCIES AND VALUE ADDED

Crafting and maintaining complex product roadmaps; bridging technology-to-market gaps; building, leading, and growing product and technical teams; defining business models that protect and monetize innovations

- **Product and Technology Strategy:** seasoned software and hardware experience across company sizes and verticals
- **Innovation:** led technology de-risking, scaling, and positioning for many disruptive B2B and B2C opportunities
- **Execution:** track record in meeting deadlines, containing cost. Several mass-produced Consumer Electronics products
- **Entrepreneurship:** contributor, founder, and advisor of several innovative ventures

EMPLOYMENT HISTORY

CHIEF TECHNOLOGY OFFICER, *responsible of 1.2B\$ in lifetime Sales with 5 product lines* **2018-current**
Faurecia Clarion Electronics – Paris, France and Japan – top 10 worldwide automotive equipment supplier

- **Product and Technology leadership:** led the creation of 5 products lines with a team of 50 globally distributed (Europe, China, US, Japan). Led strategic business planning, business intelligence, product and technical road mapping for: IVI/infotainment and connected solutions, audio solutions (acoustic noise control, sound surfaces), ADAS (focus on automatic park assist), interior cabin monitoring solutions (driver/occupant monitoring systems), Advanced Display technologies and aftermarket accessory products. Launched 12 electronic/software platforms in one year with a 65M\$ budget and directed R&D towards detailed implementation plans. Led “Technosession” events designed to propose and rationalize Unique Selling Points for all product offers
- **Inbound/outbound Marketing:** in charge of customer tech days with the management >50 demonstrators worldwide. Developed training materials for the Sales organization. Direct support to Sales during major acquisitions and RFIs/RFQs
- **M&A and Venture Funding:** due diligence and integration committee member for Clarion, a Japanese IVI company acquired for 1.7B\$ early 2019. Consolidated 3 culturally diverse companies; restructured the organization, revamped various processes and methodologies (product/R&D/budgeting/reporting). Due Diligence of 4 startups in the area of Intelligent Cockpit and ADAS technologies. Board member positions: Aptoide, the third largest App store in the world, Irystec (display technology company) and CREO dynamics (audio technologies)
- **Other achievements:** Head of R&D (700 engineers) at Parrot Automotive for 9 months (acquired by Faurecia). Member of Faurecia’s Global Leadership Community (recognizing the 300 top performers out of 112000 employees). Won a “IF design Award” in 2019 for a novel smart headrest concept (link [here](#)). Filed 2 patents and launched an assertive licensing program. Key presenter at large events (CEATEC, Faurecia’s annual Capital Market Day)

DIRECTOR, PRODUCT MANAGEMENT; AUTONOMOUS DRIVING, *reporting to Samsung’s “Smart Machines” SVP* **2016-’18**
SAMSUNG’s Strategy & Innovation Center (SSIC) - San Jose, California

- **Product, Technology leadership:** Led product and roadmap definition of Samsung’s self-driving vehicle platform (www.samsungdrvline.com). Architected a novel, modular, scalable embedded middleware and associated cloud services
- **Venture funding:** due diligence for 3 venture investments (AutoTalks, Valens, TTTech) **exceeding \$100M in funding**
- **Customer engagement and validation:** Engaged with customer prospects (VP/C-level) to validate roadmap, value proposition and confirm adequate compliance with emerging cybersecurity and L3+ functional safety standards
- **Team-building:** Led recruiting of product managers, software and hardware architects, documentalist
- **Intellectual Property:** Led IP strategy definition for autonomous driving including build-versus-license. Filed 3 patents

QUALCOMM Inc. - San Diego, California

- **P&L Lead for Robotics:** Led Business Plan definition and execution including offering, monetization options, go-to-market strategies, world-wide customer engagement pipeline and messaging to press and analysts. **Secured >\$40M in revenue** in the domain of Unmanned Aerial Vehicles (UAV) with a team of 10 regional sales managers. Launched the "SnapDragon Flight" platform based on Qualcomm SoC technologies
- **Product Management for new segments:** Led market competitive analysis and trends, defined value proposition and positioning for several technologies including embedded sensors, multimedia (3D reconstruction, visual inertial odometry, sound classification), cybersecurity and context-aware computing
- **Business Development, technology sourcing:** Identified and captured early stage customers; defined and executed joint demonstrators. Negotiated and secured engagement terms. Identified business alliances, academic partners, M&A and venture funding opportunities for emerging technologies

VICE PRESIDENT; TECHNOLOGY MANAGEMENT, *direct report to CTO*

2010-'12

KUDELSKI GROUP (NAGRA/OpenTV brands), Switzerland/California - **Leader in Pay-TV and Cybersecurity**

Led Intellectual Property, core innovation, and group participation to Standard Setting Organizations (SSO). Managed a \$7M budget and a dozen reports in the context of a major restructuring. **Launched a >\$250M IP licensing program**

- Managed corporate patent office with in-house and external counsel (~4,000 matters prosecuted world-wide). Led benchmarking and deployment of state-of-the-art intellectual property tools and metrics allowing 20% budget
- Led strategic innovations for Digital Rights Management (DRM) and advanced forms of content and anti-piracy protection (hardware or software based). Delivered market trends, competitive analysis and go-to-market recommendations
- Directed worldwide group participation in a dozen television broadcasting SSOs (e.g., DVB, OIPF, HbbTV and MPEG in Europe; DLNA, DECE, DASH in the US; NGB and China DRM in Asia). Established alliances with ecosystem players, lobbied and promoted company's interests by generating white papers and actively participating in working groups

MANAGING DIRECTOR, ADVANCED TECHNOLOGIES; *direct report to CTO*

2006-'10

LOGITECH Inc., Fremont, California

In charge of rationalizing, consolidating and incubating all innovation opportunities for video and connected products for a ~\$500M business group. Led the product definition and partner selection of Google's first "Google TV" compliant "Over-The-Top" (OTT) set-top box and delivered the first solid-state camcorder in the industry

- Managed department's budget (~1M\$/year), supervised staff of up to 15
- Led process definition and implementation of a 3-year product and technology roadmap in partnership with marketing and more than 30 engineers spanning over 8 engineering disciplines
- Delivered technologies intelligence for breakthrough innovation opportunities by synthesizing suppliers' competitive landscape and identifying cost/schedule/customer benefits tradeoffs
- Supervised the creation of small teams in charge of de-risking new technology - largely drawing into PMI's management principles and Agile methodologies (Scrum Master on a dozen projects)
- Led definition and implementation of the first megapixel single-chip webcam processor **enabling >7M\$ in saving**
- Led corporate-wide initiative to optimize Logitech's intellectual property asset

2000-2006: FIRMWARE THEN PRINCIPAL SYSTEMS ENGINEER (LOGITECH), DSP EXPERT (BDTI)

ENTREPRENEURSHIP

2016-'18: SHEDINNOV LLC - **PRINCIPAL**; software consulting services focused on AI/Computer Vision in digital Health

2016-'18: REED CAM INC - **CO-FOUNDER, CTO**; building the first fully disposable medical endoscope

2010-'12: Zuli.io - **ADVISORY BOARD MEMBER**; startup focused on Home Automation

2009-'13: INTENTIONIS - LLC **FOUNDER, CEO**;

- Invented, co-developed an easy-to-use cross-platform SDK (Android/iOS) for context-aware sensing hosted on a multi-cluster AWS infrastructure (EC2/S3/RDS/ELB/Route 53). Scaled platform up to 200K concurrent connections
- Architected company's vision and positioning (automated car accident detection, fall monitoring, home automation, cybersecurity); authored and delivered numerous investor pitches and marketing collaterals
- Raised seed funding and secured early customers allowing breakeven position 2-years after launch
- Led talent recruiting and retention. Commercialized 3 unique mobile applications (iOS/Android) and associated paid-for services (PayPal, iOS and Android app store integration). **Acclaimed "Best Android app" by Google in 2009**

OTHER ACHIEVEMENTS

KEY PROJECT PORTFOLIO SUMMARY: www.lohier.com/frantzlohierportfolio.pdf

2009 Berkeley University ("Cal"), California; **Haas MBA Business Plan Competition: semi-finalist**

2000 Doctorate in Signal Processing, Pierre and Marie Curie University (UPMC), Paris, France

"Programming methodologies and benchmarking of real-time image processing technologies" - Cum Laude thesis

1996 Master in Autonomous Robotics, UPMC and ENSAM (Ecole Nationale d'Arts et Métiers), Paris, France

1995 Visiting scientist, Indiana Perdue University, School of Dentistry, Indianapolis, US

1995 EECS, École Supérieure d'Informatique (ESI), France - minor in **Business Analytics** and **Artificial Intelligence**

Intellectual Property protection: several leadership trainings on patent prosecution/licensing/anti-trust

Program Management: accreditations received by both the Cadence Management Institute and AMA

IEEE Senior Member since 2009. 12 published articles, 15 patents

PERSONAL

Dual citizenship: US, France – bilingual English/French. Basic notions of German

Ski and sailboat enthusiast