



Town of Arlington
Office of the Town Manager

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Town Manager

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MEMORANDUM

DATE: September 26, 2019
TO: Board Members
SUBJECT: Appointment to the Board of Trust Fund Commissioners

This memo is to advise the Select Board of my intent to appoint Arif Padaria, of Arlington, MA, to the Board of Trust Fund Commissioners with a term expiration date of 6/30/2022.


Town Manager

Arif Padaria

Arlington, MA 02474, USA

Global Corporate & Business Development Executive

Entrepreneurial, results-oriented, analytical decision maker with experience in identifying, financing, building and growing innovative businesses. A confident, persuasive & credible evangelist for innovative technologies and business models with a broad base of business skills including: corporate strategy, international business development, strategic partnerships, operations & finance. Key strengths include:

- **Corporate & Business Development** – New product acquisition/incubation & scaling; new market creation: Introducing highly innovative, disruptive products & services to Fortune 100 companies, universities, non-profits & gov'ts globally.
- **Strategic Partnerships** – Excels at building trust with Startups & C-Level Executive teams, Partners and Customers.
- **Evangelist** – Confident, persuasive, and effective speaker who projects enthusiasm and engages others in discussions of new ideas & technologies.
- **Technology skills** – Cloud, Enterprise & Mobile Software; Big Data, Business Intelligence, Advanced Analytics & IoT.

EDUCATION & TRAINING

M.B.A. Finance	Columbia Business School	New York, NY
M.Sc. Computer Science	Rutgers University	New Brunswick, NJ
B.Sc. Computer Science	Rutgers University	New Brunswick, NJ
Clean Energy Ventures Program	MIT, Sloan School of Management	Cambridge, MA

PROFESSIONAL EXPERIENCE

Rize, Inc. 2017- present
Woburn, MA – Venture-backed, developer of Next-gen Additive Manufacturing hardware & software solutions.

- **VP, Corporate Development, Strategy & Operations** – Joined, along with the CEO, as part of the Founding Executive Management team to help develop and implement Rize's strategy and growth plan. With an emphasis on Team building, creating Operational excellence (order to cash) and driving Revenue via global strategic partnerships and alliances. Grew Revenue from \$400k to \$3M in 12 months; and shipments 6x. Developed an actionable investment thesis for Rize's near and long-term fund-raising and was successful in raising \$15m Series B from well-known institutional and strategic investors, while leveraging existing VC/PE relationships.

Octaware Technologies 2014-2017
Mumbai, India – Enterprise-class, off-shore, custom software development company.

- **Chief Strategy Officer, VP, Corporate Development & Global Head of Strategic Partnerships** – Rapidly built Global pipeline of >50 F500 Enterprise & Gov't Agency targets. Penetrated targets by identifying key influencers, defining opportunities, scope, requirements & pricing to secure \$3m in complex, multi-year, competitive deals for software development & services revenue. Drove Strategy & Fund-raise for IPO on BSE (April 2017).

King Abdullah University of Science & Technology (KAUST) 2012 – 2014
Thuwal, Kingdom of Saudi Arabia. – Private, graduate-level, science & engineering focused research university.

- **Director, Technology Application & Advancement Group** – Commercialized highly disruptive technology innovations focused on solving critical regional challenges in IT & Alternative Energy. Raised \$2M+ in Seed funding to support 4 top candidate companies. Managed all group operations including 5 headcount and \$3M+ budget. IT innovations: Digital Encryption (w/ Stanford), IoT MEMS device, Seismic Big Data Analytics (w/ ARAMCO), AI (NLP/ML) data science engine & Wireless mesh networks. Alternative Energy innovations: Solar QDots (w/ U of Toronto), Energy Efficiency (w/ ARAMCO).

Massachusetts Clean Energy Center 2010 – 2012
Boston, MA. – Quasi-public agency dedicated to accelerating clean energy technologies and companies in Massachusetts.

- **Investment Director** – established the MA Clean Energy Center, and created the MA Clean Energy VC & PE Investment Fund (\$10M annual, evergreen); Led 14 new investments (sourced 300+; 100 qualified). Managed a Portfolio of 30 Investments representing \$70M in invested capital & \$200M+ of leveraged capital & 1000+ new jobs with expected returns of \$210M (ROI: 3x over 5 years). Key investment areas: Solar, Wind, Water, Smart Grid & Energy Efficiency.

Pilot House Ventures

2007 – 2010

Boston, MA. – Early-stage, technology investment fund.

- **Principal, Software & Telecom Investments** – Invested PHV III (\$100M fund) & Led 3 new investments (sourced 150+; 30 qualified). Sourced deal flow from a well-developed network of 3000+ VC, entrepreneurs, & Fortune 500 executive relationships. Led Partner development for portfolio companies at ISVs, OEMs, Resellers and SI's, including Microsoft, IBM, SAP, Oracle, Raytheon, Reliance & Tata. **Key investment areas** – Cloud, Analytics, Mobile & Security technologies.

Microsoft Corporation

2005 – 2007

Redmond, WA.

- **Manager, Corporate Development & Strategic Partnerships, ISV Development & Acceleration Program** – Invested \$30M per year (evergreen fund) to drive the adoption of Microsoft products at industry-leading software development partners including GE, Motorola, Siemens, ABB, Raytheon and Thomson Financial. Managed 13 investments (\$70M) with expected returns of \$280M (ROI: 4x over 3 years). Persuaded Microsoft's top-brass verbally and in memoranda to undertake investment actions. Followed a vertical industry-focused, thesis-driven, investment framework in Financial Services, Government, Healthcare, Manufacturing, Retail & Education verticals. **Key investment areas:** Cloud, Big Data, Legacy Systems, Mobile & Collaboration.

TVM Capital

2001 – 2005

Boston, USA & Munich, Germany. – Global VC & PE firm with a portfolio of 250+ ventures in IT and in Life sciences/Healthcare.

- **Technology Investor** – Provided broad market coverage of the complete Infrastructure Software and Enterprise. Application value chain. Co-managed a portfolio of 25 technology investments representing \$300M of invested capital, across TVM Funds III, IV & V, with expected returns of \$1.5B (ROI: 5x). Created and managed deal flow; structured and drove due diligence reviews for potential investments including competitor, technology, and market analysis; performed valuations and led deal negotiations.

Broadview International.

2000 – 2001

New York, NY. – Privately held Technology focused M&A & Private Equity investment group.

- **Associate, Mergers & Acquisitions** – Executed M&A transactions in the Technology, Media & Communications sectors. Sell-side: Advised American Software and Logility (\$500M) & InfoSphere (\$100M). Divestiture: Advised RBOC on its Wireless Customer Care & Billing unit (\$1.5B). Acquisitions: Advised Indian IT companies Wipro, InfoSys, Silverline and NIIT on US opportunities.

Evolutionary Technologies, Inc.

1995 – 1997

Austin, TX. – Privately held, Venture-backed, developer of NLP-based data ETL, data warehousing and data analytics software.

- **Director, Technology Consulting Services** – Architected & implemented large, complex, near real-time, big data warehousing and data analytics solutions at Fortune 500 companies including, AmEx, Morgan Stanley, Lloyds of London, GM, IBM, GTE and Dun & Bradstreet. Managed teams of 20+ technologists. Drove \$6M of Product Sales Revenue.

Princeton Softech, Inc.

1993 – 1995

Princeton, NJ. – Privately held, boot-strapped, developer of big data ETL and data analytics software developer.

- **Co-Founder, Product Architect & Development Manager** – Spearheaded team in designing and implementing Access for DB2, a relational table editor. Grew team from initial 6-person founding team to 50+ in 2 years. Responsible for all facets of product and project management, budgeting, staffing & scheduling. IBM acquired the company and platform & technologies were integrated into IBM's Big Data & Analytics stack.

Computer Associates, International (CA).

1990 – 1993

Princeton, NJ.

- **Software Developer** – Architect and developer of major components of CA-IDEAL/PC and CA-IDEAL/Unix. CA-IDEAL is a 4th Generation Language for CA-Datcom, a Relational Database System. Software development in C, on IBM-360/DOS/AIX.

ADDITIONAL INFORMATION

Enjoy International travel / US & India, Dual Citizen
Speak English, Hindi, Urdu & Gujarati fluently / Geographically Flexible.