

## Quantasphere Member Roles

The Quantasphere organizational chart is for the year 2030. In 2030, Quantasphere will have developed all of its products and services. It would have been in the market for more than 3 years. It would also be preparing for an IPO in 2035.

### **CEO – Co-Founder: The CEO will be responsible for the following:**

- Strategic Direction
- The P&L results
- Relationships with Board Members
- Relationships with Investors
- Instilling a positive culture in the firm
- High priority decision making
- Ensuring value creation of all stakeholders
- Ensuring that the Business Plan is implemented
- Working with the senior layer to develop the Business Plan
- Being the ‘face of the Company’
- High level business development
- Driving the sales
- Ensuring that all function heads have autonomy yet work seamlessly together
- Extracting and building synergies amongst different functions and with external stakeholders
- Building strategic synergistic partnerships
- Fundraising

### **Direct Reports:**

- CTO: Co-Founder
- CBDO: Co-Founder
- COO: External hire from one of the companies with operational excellence such as P&G, Toyota, IBM. The objective is to ensure that the hire brings in best in class procedures and systems to prepare the Company for the IPO
- CFO: External hire. Must have led an IPO in a previous organization. Will be responsible for IPO readiness, dealing with investors/banks

### **CTO – Co-Founder: The CTO will be responsible for the following:**

- Building and ensuring the Data Analytics AI Engine is used to link all the data of all functions together such as sales, customer insights, product development, strategy and finance. This tool will improve operational efficiency, inform strategy and positively impact the bottom line
- Developing and disseminating the Knowledge Base
- Overseeing the training and certifications
- Overseeing the R&D
- Developing the technical strategy and ensuring its implementation
- Overseeing the product development
- The CTO will work closely with the CBDO to continuously enhance the product based on customer insights

#### Direct Reports

- Director of Knowledge: Training and Scientific background
- Chief Scientist: Quantum physicist
- Head of Product: Someone from Microsoft/CISCO/Google
- Head of Data Analytics and AI: an AI engineer

#### **CBDO – Co-Founder: The CBDO will be responsible for the following:**

- Direct sales strategy and implementation
- Channel Partners strategy and implementation
- Understanding customer insights
- Developing and implementing the sales strategy
- Working closely with the CTO to update on customer insights, pain points and anticipated requirements

#### Direct Reports

- Head of Direct Sales: someone from CISCO
- Head of Channel Partners: someone from CISCO

#### **COO – External Hire: The COO will be responsible for the following:**

- Developing and implementing the marketing strategy
- HR Function
- Admin function
- Developing the business strategy and planning

- The COO will work closely with all functions to develop the business strategy under the strategic direction provided by the CEO

#### Direct Reports

- Marketing: strong marketing experience. Someone from P&G/Unilever
- HR: someone from a consulting background
- Admin: someone with excellent interpersonal skills and very efficient
- Strategy: ex McKinsey/Booz/Bain
- Planning (includes procurement): ex Toyota/Toshiba

The COO will be recruited from a company which has excellent operational procedures such as P&G, IBM or Toyota. The objective is to bring someone who can bring in operational excellence and solid procedures so that the Company will be IPO ready.

#### **CFO – External Hire: The CFO will be responsible for the following:**

- Preparing the Company for the IPO
- Ensuring financial plan is met
- Responsible for budgeting and capital planning
- Liaising with investors and banks when required
- Assisting the CEO with Fundraising
- Overseeing audit and financial planning
- Developing the M&A Strategy to gain scale before the IPO

#### Direct Reports

- Head of Accounting and Finance: Audit background from one of the Big 4 firms
- Head of M&A: ex investment banker/private equity who can identify targets and lead the M&A process

A Data Analytics and AI engine will be used to guide and inform decision making and link all the functions together. Each role will have independence and autonomy but must work together to reach common goals and objectives which will be set collaboratively under the guidance of the CEO.