

# Avi Dorfman

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## VP R&D, Ribbon Communications / ECI Telecom (2019 – Today)

Ribbon Communications (Nasdaq: RBBN) delivers secure cloud communications and IP and optical networking solutions to service providers, enterprises and military defense forces globally.

Ribbon IP Routing solutions are deployed by numerous Tier 1 service providers, generating annual sales of \$200 million and experiencing rapid growth each year.

Technologies: Java, IP/MPLS, Embedded software, Java, C++, Jira, CI/CD tools, Cyber Security

### Roles, responsibilities and achievements:

- **Managing the IP Routing R&D organization**, which includes software developers, testing engineers, and hardware designers
- **Overseeing product development, and project delivery groups**, ensuring products are developed to high standards while achieving very aggressive goals for short schedules and high quality
- **Translating business needs into technical objectives** and deploying complicated IP Routers solutions with Cyber Security technologies in the largest networks in the world
- **Leading the full product development lifecycle**, from concept to market launch
- **Being a key member of Ribbon Global Executive Leadership team**, shaping the company's technology strategy and vision
- **Fostering a culture of innovation and collaboration** within the R&D organization

## VP R&D, Telco Systems (2014 – 2019)

Telco Systems offers telecom network solutions, cyber security, virtualization NFV/SDN products, and SaaS Network Management tools that enable communication service providers to create secure end-to-end service-assured networks. Telco Systems has a multi-billion dollar installed base at over 200 service providers, including Telefonica, Verizon, AT&T and Israel Defense Forces.

Technologies: Agile/Scrum development process, Cloud, Linux, Embedded software, MySQL, Multithreading, J2EE Java, C/C++, Python, Jenkins, IP/MPLS.

### Roles, responsibilities and achievements:

- **Managed the entire R&D organization** including architecture, project management, software and hardware groups
- **Led the R&D group across multiple locations**, including Israel, Bulgaria, Poland, and Taiwan
- **Established a successful and innovative development group** that consistently met aggressive budget and schedule goals
- **Launched a new line of products** in the cutting-edge field of Network Function Virtualization
- **Created pioneering and market-leading products** in the NFV and Carrier Ethernet sectors

## VP R&D, Zlango Startup (2011 – 2013)

The company provided a unique messaging platform featuring icons and images for mobile users. The application was installed by 5 million users, with over 500,000 active users daily.

### Roles, responsibilities and achievements:

- **Served as a member of the Zlango C-level executive management team**, contributing to the company's strategic planning alongside the marketing department and the CEO
- **Responsible for overseeing the entire R&D organization**, including architecture, development, and testing teams, as well as recruiting and training new members
- **Defined and implemented development processes** using Agile/Scrum methodology
- **Responsible for creating Business Intelligence tools** to analyze user behavior data and generate data analysis reports for the marketing department
- **Established a successful development group** from the ground up, achieving aggressive schedule goals
- **Successfully launched a leading messaging product** that allowed 5 million end users to send hundreds of millions of messages daily on Amazon's AWS cloud infrastructure

**Technologies:** J2EE Java, MySQL, Amazon AWS cloud, Android, iPhone

## Head of R&D, Radvision (2005– 2010)

Radvision developed servers, end-user applications, and communication protocols for HD Video, VoIP, and 3G for both cellular and wireline networks. From 2005 to 2010, sales revenues reached \$100 million, with leading global companies such as Nortel, Yahoo, NICE, LG, Adobe, Siemens, Cisco, Panasonic, Hitachi, Samsung, Motorola, Microsoft, AT&T, NTT, and many others.

Radvision's products were considered leaders in their field, with millions of active users

### Roles, responsibilities and achievements:

- **Oversaw an R&D group comprising over 60 developers and QA engineers**
- **Led the development of over 10 software products**, generating annual revenues of \$30 million

**Technologies:** VoIP, SIP, H.323, .Net, C/C++, Java, Linux, VxWorks, Windows, Android, iPhone

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## EDUCATION & CREDENTIALS

M.B.A., Business Administration, Tel-Aviv University

B.Sc. in Computer Engineering, Technion, Haifa – Graduated with high honors and excellence

B.Sc. in Physics, Technion, Haifa - Graduated with high honors and excellence