

ANIL VASAGIRI

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SUMMARY

- Proven expertise in all facets of deal mechanics including performing strategic and quantitative analysis, determining appropriate valuation and investment instrument and conducting negotiations
- **Successfully structured and negotiated agreements, strategic partnerships, investments and acquisitions/divestitures across multiple technology areas**
- Adept at managing comprehensive review and analysis of organizational operations, performing portfolio management & optimization, financial analysis & modeling, and developing and implementing strategies and solutions that achieve consensus among key stakeholders across organization.
- Led annual strategic planning (1 and 3 year plans) and worked with senior leadership teams to define strategic priorities (e.g, % of revenue from new products, leverage channels as a major engine for growth)
- Able to develop, manage, and execute Sales, Marketing, and Business Development plans.
- **Teaming and collaboration:** Specialize in creating cross-functional, cross-organizational teams with the customer to identify, prioritize, and design solutions for business requirements
- Strong quantitative analysis skills to lend insight to highly ambiguous and sensitive business problems
- Strong project and team management skills on highly complex projects with rapid results
- Advanced communication skills across all media: Email, issue papers, presentations, web content

Areas of Expertise:

- **Strategy:** Business Strategy, Growth Strategy, Innovation Strategy, Market Entry Strategy, Portfolio Strategy, Pricing Strategy, Customer Analysis and Segmentation, Competitive Analysis
- **Financial Analysis :** Strategic Mergers and Acquisitions, Portfolio Management & Optimization, Financial & Cost Management, Financial Analysis & valuation (DCF, NPV, IRR), Business case development, Synergy analysis, Equity & Debt Investments

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Masters in Business Administration; Major in Strategic Management and Finance

Philadelphia, PA

2004 - 2006

- Conducted market analysis for an Indian Venture Capital firm investing in wireless technology solution providers
- Developed *Game-Theory* based strategy to maximize the potential of Technology based services launched by a Global Automobile Company
- **Strategic Media & Communications Technologies Analyst – Intern at Comcast Corporation**
 - Evaluated current and future landscape of different Comcast media services to determine broadcast bandwidth shortfall
 - Conducted market research on availability and maturity of alternative multicasting platforms; met with vendor teams and evaluated different bandwidth management technologies for increasing RF bandwidth
 - Conducted detailed financial analysis and built a bandwidth forecast model for predicting CAPEX and spectrum gains
 - Created and presented, to the senior management, a comprehensive strategic framework for countering FiOS threat
- **Summer Associate at TL Ventures (National Venture Capital firm with \$1.4 billion under management)**
 - Reviewed business plans, led industry and competition due diligence, designed detailed financial models to forecast market/company growth and conducted valuation analysis
 - Advised senior management of a fast growing portfolio company on marketing, customer acquisition and partnership strategies; helped create a new go-to market strategy to double the sales in 12 months

REGIONAL ENGINEERING COLLEGE

Bachelor of Engineering, Chemical Engineering; Top 1% of graduating class

Durgapur, India

1993

- Graduated Magna Cum Laude; received University Gold medal for scholastic achievements”

EXPERIENCE

Hartford Financial Services Group

Director, Innovation & Corporate Ventures (Office of Chairman)

Hartford, CT

Jan 2011 – till date

Role/Responsibilities

- Identify, evaluate and invest in new technologies, business & service models and related innovations that drive revenue and differentiation for The Hartford.
 - **Focus Areas:** Location based and Geo-spatial technologies and business services, Data aggregation & Predictive technologies, Communications & Infrastructure – Digital Home & Network technologies
- Serve as the entrepreneurial lead for selecting the best opportunities for growth and manage new solutions portfolio of innovation opportunities (idea through launch)
 - **Leading an enterprise initiative to improve customer retention & increase profitability of Commercial Insurance business unit focusing on small to medium sized businesses. Anticipated improvements include increase in profitability by 15%.**
 - **Leading an enterprise initiative to drive new business from independent distribution channel and generate up to \$100M in new premium.**

- Led an enterprise initiative to evaluate and apply reputation systems and scores to improve risk pricing within insurance underwriting
- Explore and establish breakthrough business development partnerships with groundbreaking start-ups and Fortune -100 companies in areas such as insurance distribution and risk evaluation to develop new insurance underwriting models
- Recommend emerging opportunities in the insurance and related industries and work with the relevant internal business segments to position these opportunities within the company's long-term strategic agenda.
- Partner and align with other strategy and business development programs, including market research, valuation, and implementation of organic and inorganic growth opportunities

Connecticut Innovations (*\$250M Venture Capital & Growth Equity Fund of State of Connecticut*)
Director, Investments

Rocky Hill, CT
May 2007 – Dec 2010

Role/Responsibilities:

- Identify new areas for investment and assess growth, competitive and financial return prospects for emerging technology companies
 - Analyzed investment opportunities in Healthcare IT, Technology enabled business services, Enterprise Software, Security, Mobility & Wireless, Communications & Infrastructure, Digital Media and Medical imaging technologies
- Lead due diligence efforts in evaluating investment opportunities including conducting customer and management interviews, negotiate deal terms and execute investment transactions
 - Lead/co-managed transactions totaling over **\$15 M** in syndicated venture capital/growth equity financing rounds
- Proactively network with industry executives, venture capitalists and entrepreneurs to source investment opportunities and business partnerships; participated in speaking panels at various industry events
- Serve on boards of portfolio companies and provide strategic advise/assistance on development of product, go-to market and potential exit strategies
 - Developed stakeholder consensus and engineered **an exit through strategic sale**, in tough market conditions, to a strategic buyer generating positive return
- Profile of transactions working on/worked:
 - Potential growth equity investment in a technology company developing solutions for optimization of enterprise networks and improving utilization of IT assets
 - Potential growth equity investment in a services company delivering comprehensive, scalable asset management, reliability and EAM foundational data services
 - Multiple rounds of investment in a technology company providing SaaS platform for management of operations, governance and regulatory compliance services for community financial institutions
 - Series A investment in a datacenter & cloud based security, compliance and identity management solutions company
 - Multiple rounds of investment in a digital media company promoting travel through location-based mobile services
 - Multiple rounds of investment in an deep web search company developing meaning-based search technology that can provide context relevant search results from structured databases and unstructured content repositories
 - Multiple rounds of investment in a next generation mobile user interface company addressing the limitations and challenges of text and data input in today's mobile electronic devices.
 - **Acquired by Nuance Communications** in 2010, this technology is now part of the core infrastructure layer of Nuance's next generation User Interface technology platform.

IBM Corporation
Senior Consultant – Strategy & Change Internal Practice

New York, NY
June 2006 – May 2007

- Managed multiple work streams on a CEO initiative to identify new growth opportunities by leveraging IBM assets from different business units
- Working alongside a team of top IBM executives from services, sales and software, developed growth strategy for generating \$1B+ in new revenues using Resource Optimization and Service Management technologies
 - Evaluated IBM's investment strategy and analyzed financial returns from existing industry solutions portfolio. Performed sensitivity analyses to identify optimal investment criteria and developed best practices & frameworks for new investments
 - Conducted market research on broad range of complementary technologies and identified several companies for potential partnerships and acquisition
 - Analyzed the impact of existing organization structure, performance evaluation metrics and incentive systems on solution sales and designed future-state organization structure and business processes to complement the growth strategy
 - Developed go-to market plans which included solution pricing, alliance development, partner enablement and field training for deployment and support
- Led multiple work streams on restructuring of worldwide service delivery group of Strategic Outsourcing business unit
 - Directed the initial diagnostic effort, at multiple strategic accounts, to develop detailed value-stream maps of business process and identify pain-points
 - Conducted employee surveys and interviews which served as inputs to VA/NVA activity analysis; determined appropriate staffing levels through Bottoms-up build up and Operating System lean lever analysis
 - Developed management infrastructure for continuous improvement and implemented a future-state operations model which is expected to generate more than 40% cost savings annually
- Evaluated new investment and growth opportunities in application of Smart Grid, Intelligent Energy, Remote Check Capture and Payment Technologies
 - Created execution roadmap for business development and technology partnerships and designed corresponding pricing strategies based on effective product differentiation and positioning

Oracle Corporation**Technical Manager** - *Two time winner of highest award for consulting excellence and client satisfaction***San Diego, CA****1999-2004*****New Product Ideation, Launch & Deployment***

- Identified opportunity for Third Party Payments Management - a new solution to manage liens, levies and other third party assignments against vendors serving federal & state agencies/departments; created business case and raised funds from Oracle Venture board
- Led cross-functional teams (engineering, operations, sales and finance), ensuring that solution features are developed, tested and shipped to customers on schedule; devised pricing strategies in collaboration with finance team
- Served as an evangelist for the solution and conducted multiple customer briefing sessions along with the sales teams; led solution delivery teams to implement solution at two clients within 6 months

Product Management & Service Delivery

- Managed complete product lifecycle for federal extensions to Oracle e-Business suite such as AR-AP Netting; supervised the implementation of the new functionality at a \$30 M engagement at Defense Finance and Accounting Services (DFAS)
- Salvaged \$10 million U.S.Navy initiative to consolidate \$800 million budget management processes by designing & implementing consolidated budget management system that generated 15% cost savings annually
- Reviewed current operational practices, key infrastructure, storage area network components and advised senior management at Navy Underwater Warfare Center on deployment of mission-critical training and competencies application
- Led the sales efforts of a \$2.5 million Workflow enabled Business Intelligence system at Navy Public Works (PWSO); managed relationships with CIO and senior Navy Officers, implementation partners and other technology vendors

Tata Consultancy Services (General Electric Transportation Systems)**Hyderabad, India/Erie, PA****Assistant Systems Engineer** - *Recipient of General Electric Certificate of Appreciation and cash award***1997-1999**

- Re-engineered inventory and order management processes and implemented call-center application to improve after-sales service

Indian Oil Corporation**Haldia, India****Production Engineer****1994-1996**

- Managed product operations and supervised automation of core refining operations at a \$150 million lube oil refinery

ADDITIONAL INFORMATION

- **US Citizen**
- **Languages:** Fluent in English, Hindi, Telugu, Bengali and Konkani. Beginner in Mandarin and French
- **Patent Filings:**
 - Systems & Methods to determine insurance information based on an automatically identified set of related businesses (Dec 2011)
 - System & Method for distributing insurance using social media related information (May 2011)