

## **Richard DeGabrielle**

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**Summary:** High technology executive with 30 years of experience including Chairman of the Board, CEO, and Vice President positions. Extensive venture backed high technology start up experience at five companies – two IPOs and three acquisitions. Considerable large public company experience (Cisco, Ciena, National Semiconductor, and Sperry Univac). Has participated in raising \$200 million in venture capital. Proven planning, organizational, motivational, and decision making skills. Excellent trainer and public speaker.

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**Objective:** To positively impact Fully Employed and Executive MBA students who desire to become vital contributors in a highly innovative environment by leveraging an extensive career in successful high technology start up ventures.

### **Experience:**

#### **2008 - Present Executive Consultant**

Efforts focus on improving the success rate of entrepreneurs in Southern California and the firms that fund them. Activities include strategic planning, management consulting, marketing plan development, funding, customer acquisition, and channel development.

#### **2006 – 2008 Chairman of the Board – Aktino, Inc.**

Venture funded telecom infrastructure company delivering data access systems to telecom operators globally. Acquired by Positron, Inc.

#### **2004 – 2007 C.E.O - Arroyo Video Solutions, Inc.**

Venture funded software company delivering distributed video streaming solutions to cable and telecom operating companies globally. Acquired by Cisco for \$100 million.

#### **1999 – 2004 Vice President Sales and Business Development – Catena Networks, Inc.**

Venture funded telecom infrastructure company delivering integrated system solutions to telecom operators globally. Acquired by Ciena Corporation for \$500 million.

#### **1997 – 1998 Vice President Sales – AccessLan Corporation**

Venture funded telecom infrastructure company delivering data access systems to telecom operators globally. Acquired by AFC Inc.

#### **1992 – 1997 Regional Vice President – Cascade Communications Corporation**

Venture funded telecom infrastructure company delivering Frame Relay and ATM switching solutions to telecom and Internet operators globally. IPO in 1994, acquired by Ascend Communications for \$3.7 Billion.

- 1986 – 1991    Regional Director – Network Equipment Technologies, Inc.  
Venture funded data networking systems provider delivering private data networking systems to Fortune 500 companies, government agencies, and public utilities globally. IPO in 1987.
- 1982 – 1986    Account Representative – National Semiconductor Corporation  
High technology public company delivering Semiconductor, plug compatible computer system, and retail automation systems globally.
- 1980 – 1982    Account Representative – Sperry Univac Corporation  
Mainframe computer manufacturer delivering computing solutions to Fortune 500 companies, governments, public utilities, and military customers globally.
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Education        B.A. Marketing - California State University, Long Beach – 1980  
                         M.B.A. Finance – California State University, Long Beach – 1990

Boards            OCTANe Board of Directors  
                         U.C.I. – External Advisory Board Vice Chancellor Research and Admin.