



Executive Team Bios



Adrian Tuck, Chief Executive Officer

Adrian has more than 20 years of executive management and leadership experience. As Chief Executive Officer, he focuses on expanding Tendril's customer base through multiple sales and marketing channels, including alliances with leading companies. Adrian is also the vice-chair of the ZigBee Alliance, an association of companies working together to enable reliable, cost-effective, low-power, wirelessly networked, monitoring and control products based on an open global standard. Prior to Tendril, Adrian served as both interim CEO and executive vice president of Ember Corporation, a leading semiconductor provider to the Smart Grid, where he guided the company's market strategy through its critical early-growth stage. He received his education at the Royal Military Academy Sandhurst, the British Army's prestigious officer training academy.



Tim Enwall, Founder and President

Tim has 18 years of high-tech business management experience. As Founder and President, Tim has overseen the growth of the business and is responsible for all areas of business execution. Tim is also chair of the Demand Response and Smart Grid Coalition, the trade association for companies that provide products and services in the areas of Demand Response, smart meters and Smart Grid technologies. Most recently, he was Vice President and Research Area Director at Gartner, Inc. Prior to Gartner, Tim launched an entrepreneurial career founding two successful technology companies and has also held numerous emerging technology management roles at larger companies including Apple Inc. and Lockheed Martin. Tim holds a BS in Electrical Engineering and Computer Science from the University of California at Berkeley.



Mark Pougnet, Chief Financial Officer

Mark has more than 25 years of experience in the financial and technology industries. As Chief Financial Officer, he is responsible for driving the day-to-day financial operations and strategic funding initiatives for the company. Prior to joining Tendril, Mark held executive financial positions at several companies in diverse technology industries, including Copan Systems, MPC Computers and Avaya, and has led multiple highly successful funding rounds and IPOs. Mark holds a master's degree in Accounting and a bachelor's degree in Commerce from the University of Natal in South Africa, and is a Certified Public Accountant.



Ivo Steklac, Executive Vice President Sales and Strategy

Ivo has more than 20 years of energy and utility experience, having held various leadership positions in research and development, marketing, and general management. As Executive Vice President of Sales and Strategy, Ivo is responsible for strategic positioning and value-proposition deployment of Tendril products on a global scale. Most recently Ivo was CEO of Greenbox Technology, a company that provides interactive energy management for the smart home, which was acquired by Silver Spring Networks in late 2009. Previously he worked as vice president of marketing for energy and utilities at Schlumberger, and founded Enspira Solutions Inc., a consultancy and systems integrator with a strong focus in energy management and operational efficiency within Advanced Metering Infrastructure (AMI), Demand Response, and Smart Grid. Ivo holds degrees in Electrical Engineering and Computer Science from Queen's University at Kingston Ontario, Canada.



Kent Dickson, Senior Vice President Engineering

Kent has more than 19 years of engineering experience. As Senior Vice President Engineering, Kent leads the product architecture, development, quality and on-demand infrastructure efforts for Tendril. Most recently Kent was Vice President of Engineering at BEA Systems Inc., where he held a number of roles managing Engineering and Product Management functions for some of BEA's key product platforms. Kent holds a BS in Aerospace Engineering and an MBA in Organizational Management from the University of Colorado, Boulder.



Scott Ballantyne, Vice President Marketing

Scott has more than 22 years experience leading international high-technology branding, marketing and business teams with some of the world's largest and most successful corporations. As Vice President Marketing for Tendril, he is responsible for Tendril's overall brand development and the marketing of the company's energy management platform to key utility customers and partners. Scott also oversees the company's product management and segmentation work. He has executive experience developing and implementing global marketing programs with Hewlett Packard, InFocus, T-Mobile, Asia Global Crossing, Dell and Motorola. Scott holds a degree in Physics from the School of Technology at The University of Paisley and an MBA from The University of Glasgow. He serves on the National Advisory Board of the William F. Harrah College of Hotel Administration at the University of Nevada, Las Vegas (UNLV).



Gilbert Shaw, Vice President Global Development

Gilbert is an energy management technology veteran with more than a decade of international experience. Co-located between Boulder and Amsterdam, as Vice President Global Development, Gilbert is responsible for expanding Tendril's success beyond North America. Prior to Tendril Gilbert served as Itron's Managing Director for Europe, Middle East and Africa, and also managed the company's global Enterprise Energy Management group and AMI business development in target European markets. He holds an MBA from London Business School, a law degree from the University of North Carolina at Chapel Hill and a BA from Davidson College, where he



was awarded the East Asian Studies Fellowship to Japan. Gilbert remains a licensed attorney.



Scott Durham, Vice President Utility Solutions

Scott has spent the past decade in the energy industry and has more than 25 years of sales executive experience. As Vice President Utility Solutions at Tendril, Scott is charged with building and managing the sales team and executing on the company's revenue goals and objectives. Previously, he served as Vice President of Strategic Accounts at Elster Integrated Solutions, a smart metering and Smart Grid systems and solutions provider, where he led the company's large utility smart grid solution sales team. Scott holds a BS degree in Mechanical Engineering from the University of California.



Tony Bamonti, Vice President of Business Development

Tony has over 25 years of executive management, business development and operational experience in early and mid-stage high-tech software and service companies. As Vice President of Business Development for Tendril, Tony oversees utility sales, strategic business development and industry partnerships. Prior to joining Tendril, Tony was Senior Vice President at Jabber, Inc., a recognized leader in real-time messaging and collaboration solutions serving multinational and Fortune 500 companies – acquired by Cisco Systems in 2008. He has also managed customer relationships with companies such as France Telecom, Agip (Italian Oil Company), Portugal Telecom, and Orange; developed business with Ericsson, Siemens and Alcatel; and held business development, product management, and engineering positions at Solbourne Computer, GeoVision Systems and SmartScan Systems. He holds a BA from the University of Colorado, Boulder.



Marcelo Bergquist, Vice President of Operations

Marcelo has a longstanding background in operations management with more than 33 years of experience in management positions. Prior to joining Tendril as Vice President of Operations, he served as President and Co-Owner of Kramer and Kramer ID, a firm that designs and installs finished commercial and residential spaces, where he was responsible for operations and overseeing all commercial accounts. He has experience in sourcing components, products and manufacturing in the US, Asia, Europe and Latin America and has been developing a worldwide sourcing and distribution network in order to achieve cost leadership in smart grid technology with on-time delivery and world-class quality. Marcelo holds a BS in Mechanical Engineering from Tulane University, an MS in Business Administration from Boston University and an MS in Strategic Studies from the U.S. Army War College.



Patricia Saunders, Senior Director Engagement Services

Patricia has 20 years experience in customer communications and education. As Senior Director Engagement Services, she oversees technical and end user support, training, program management, and client communications for Tendril. She has more than 10 years of experience working with start-up technology companies including, most recently, software developer IP Commerce, where she created and managed the education services team. Patricia attended University of Vermont, where she majored in English.



Cameron Brooks, Senior Director Market Development and Policy Strategy

Cameron has 18 years of marketing and executive management experience in the renewable energy and Smart Grid industries. At Tendril, he is responsible for spearheading business growth initiatives by providing strategic guidance on smart grid development projects, technology investments and public policy matters. Prior to joining Tendril, Cameron served as the Vice President of Resource Development at Renewable Choice Energy (RCE), a full-service provider of renewable energy credits and carbon offsets. Cameron graduated magna cum laude from Yale University with a degree in Cultural Ecology and Ecologic Design and received his MBA from Cornell University.



Mak Tarnoff, Senior Director Segment Marketing

Mak is a 28-year veteran of the utility industry. As Senior Director Segment Marketing, he focuses on Tendril's product strategy and foundation for implementing technology solutions in order to meet customer needs. Mak has held senior management positions providing strategy, marketing and product leadership for companies including GE, Cellnet, L+G, Hunt, Ampy, Aclara (Distribution Control Systems Inc.), Navigant Consulting, New York State Electric and Gas, and Knoxville Utilities Board. He earned his BS in Engineering degree from Cornell University.