

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. He is also on the board of directors for the GridWise Alliance. 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 Executive Vice President

Tim has 25 years of high-tech business management experience. As Founder and Executive Vice President, Tim has overseen the growth of the business and is currently responsible for critical corporate objectives. He is also chair of the Demand Response and Smart Grid Coalition, and was recently appointed to the Colorado Governor's Advisory Committee on Venture Capital Investments. 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 of 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 of Engineering

Kent has more than 19 years of engineering experience. As Senior Vice President of 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, Senior Vice President of 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 Senior Vice President of 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).



Craig Cavey, Senior Vice President of Consumer Markets

Craig has 20 years of leadership experience in the wireless industry. As Senior Vice President of Consumer Markets, Craig leads Tendril's efforts to bring energy awareness, savings and control products to consumers by expanding the company's channel marketing program. Before joining Tendril, Craig founded Suntails Group Consulting and served as president for a telecommunications client for three years. Prior to forming his consulting firm, Craig was the Vice President of Retail Sales and Operations for T-Mobile USA where he led a team of more than 8,000 sales, service and operations employees in 1,200 locations throughout the United States. Craig holds a Bachelors Degree in Business Administration from Montana State University.



Gilbert Shaw, Vice President of Global Development

Gilbert is an energy management technology veteran with more than a decade of international experience. Co-located in Boulder and Amsterdam, as Vice President of 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. Gilbert began his career serving energy and utility concerns as an Accenture strategy consultant in London and San Francisco. He holds a BA from Davidson College, a law degree from the University of North Carolina at Chapel Hill and an MBA from London Business School, where he recently served on the European Advisory Board. Gilbert remains a licensed attorney.



Scott Durham, Vice President of 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 of 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.



Paul Cole, Vice President of Consumer Products

Paul is a psychologist, software product developer, entrepreneur and business strategist who has built successful teams throughout his career focused on the use of technology to affect organizational and human behavior. As Vice President of Consumer Products, Paul leads Tendril's efforts to engage energy consumers with efficiency and demand response programs. His role is to develop tools that lead to reduced consumption and lower demand from energy users. Paul is a co-founder of GroundedPower, a company that Tendril acquired in 2010. He has also worked at Vista Associates, Lotus, and Digital Equipment where he developed collaborative products and services for the education and business markets. Paul earned a Doctorate in Psychology from Massachusetts School of Professional Psychology with a Social Psychology and Organization Development concentration as well as a B.A. from Hampshire College, Department of Psychology.



Patricia Saunders, Senior Director of Engagement Services

Patricia has 20 years of experience in customer training, education, and support. As Senior Director of Engagement Services, she oversees technical and end user support, training, program management, and client services for Tendril. Patricia's team is responsible for pilot and program execution and works closely with Tendril's utility customers to ensure these programs are deployed and then managed end-to-end to meet each utility's tactical and strategic objectives. She brings more than 12 years of experience working with start-up technology companies to drive new solution adoption and ensure user retention and support, including Freshwater Software and, most recently, platform solution provider IPCommerce. Patricia attended the University of Vermont, where she majored in English.



Cameron Brooks, Senior Director of 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 of Segment Marketing

Mak is a 28-year veteran of the utility industry. As Senior Director of 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.



Brent Hodges, General Manager, Australia

Based in Melbourne, Brent is responsible for driving the company's sales, marketing, business development and overall strategic direction in Australia as well as the Asia-Pacific region. He is a seasoned Smart Grid and wireless industry executive with over 10 years of experience building new markets, developing partnerships and working with industry standards groups. In 2010 he was named as one of Greentech Media's 100 Movers and Shakers of the Smart Grid. He currently serves on the governing board of the Smart Grid Interoperability Panel (SGIP), and previously served on the Board of Directors for the North American Energy Standards Board (NAESB) and the ZigBee Alliance. Brent earned a Bachelor of Science degree in Industrial Engineering from Texas A&M University, Master of Science degree in Industrial Engineering from Purdue University and an MBA from Harvard Business School.