



VALOR
EMPOWERING
CHANGE

**Valor's 5th Annual
Partners & CEO Summit**

—
Tuesday, November 28th, 2017
110 E 25th Street
New York, NY 10010



Dear Valor Partners,

Welcome to the 5th Annual Valor Partner & CEO Summit. It is our pleasure to host you in New York City. The motivation behind our Summit is simple: By bringing our US and Brazil-based friends and partners together amidst a backdrop of innovation and creative thinking, we can foster new relationships and provide a forum for cross-border collaboration.

Today you will interact with visionary entrepreneurs and investors as well as a carefully selected group of thought leaders. We anticipate that everyone will gain new perspectives on global technology trends and on Latin America's largest economy and its prospects for the future. In addition, we hope you come away gaining a deeper understanding of the cross-border opportunity between the US and Brazil, feeling inspired, and having met great people.

Enjoy, and thank you once again for attending!

Sincerely,

Valor Team

WHO WE ARE

Valor Capital Group is an investment firm focused on US and Brazil cross-border opportunities with a local presence in New York, Silicon Valley, and Brazil. The firm operates across two investment strategies: Growth Equity and Venture Capital.

Valor believes with the proliferation of the internet and the globalization of technology we will see the transformation of cultures, business and economies faster than ever before. We are excited to partner with entrepreneurs on this journey and are committed to their success by provide connectivity to the global markets.

AGENDA: Valor's 5th Annual Partners & CEO Summit
LOCATION: 110 E 25th Street, New York, NY 10010
DATE/TIME: November 28th / 11:00am - 6:00pm



9:00 – 9:30 AM LIGHT BREAKFAST



9:30 – 9:45 AM OPENING REMARKS

This session will set the stage for the day and underscore the social, economic, and political change technology is creating.

SPEAKER

Scott Sobel, Valor Partner



9:45-10:30AM FUND I & FUND II – PROGRESS REPORT & EMERGING TECH TRENDS

This session will provide an update on Valor's investment activity and performance for Funds I and II through Q3 2017. We will also review emerging technology trends impacting our investment thesis as it relates to the Brazilian market and cross-border opportunities.

SPEAKERS

Antoine Colaço, Valor Partner

Michael Nicklas, Valor Partner



10:30–11:15AM SELECT VALOR CEO PRESENTATIONS

This session will be structured as a series of short presentations by some of VVF's Founders & CEOs.

SPEAKERS

Alessio Alionço, CEO & Founder of Pipefy

Pipefy is a cloud-based business process management platform that empowers managers to build and execute any type of workflow. Through a simple Kanban-style interface companies can achieve process excellence without the need for IT, technical skills or professional services.

Guilherme Cerqueira, CEO & Founder of Worthix

Worthix is the first customer survey technology in the world that is scientifically built with Artificial Intelligence to constantly pinpoint which experiences are motivating sales, loyalty and churn without the need to design survey questionnaires.

Lucas Mendes, CEO & Co-Founder of Revelo

On Revelo, knowledge workers seeking to take the next step in their career can create free professional profiles. Revelo's machine learning-based platform curates a network of above-average professionals that are matched to the most innovative companies in the market. Revelo focuses on high-demand careers such as software development, design, online marketing and management.

Tiago Dalvi, CEO & Founder of Olist

Olist is a new layer between marketplaces and sellers to provide a full stack solution to manage products, inventory, orders and fulfillment in a single place. It is the easiest way for both offline and online SMBs to access Brazil's largest marketplaces.



11:15-12:00PM KEYNOTE SPEAKER

FEATURING

Luis Alberto Moreno, President of the Inter-American Development Bank

FIRESIDE CHAT

The IDB is the main source of multilateral financing in Latin America. It provides solutions to development challenges and support in the key areas of the region. In this session, we will hear from the President of the IADB about the macro economic and political landscape of Brazil and Latin America. Established in 1959, the IDB supports Latin American and Caribbean economic development, social development and regional integration by lending to governments and government agencies, including State corporations.

SPEAKERS

Cliff Sobel, Valor Partner & former US Ambassador to Brazil and the Kingdom of the Netherlands

Joaquim Levy, Managing Director and World Bank Group Chief Financial Officer

Luis Alberto Moreno, President of the Inter-American Development Bank



12:00 - 1:00PM LUNCH & SPECIAL PRESENTATION

FEATURING

David Kwong, Illusionist & Author of Spellbound

As a magician and New York Times crossword puzzle constructor, David Kwong has delighted and amazed audiences worldwide. A TED Talk favorite, Kwong regularly speaks to companies about the principles of illusion: the science behind influence, leadership and getting a step ahead.



1:00-2:00PM **CEO PANELS – MANAGING GROWTH**

This session will focus on challenges faced and lessons learned as CEO's from the US and Brazil have scaled their businesses and expanded geographically.

MODERATOR

Antoine Colaço, Valor Partner

US SPEAKERS

Clarissa Shen, COO of Udacity

Jonah Goodhart, Co-founder & CEO of Moat

Nirav Tolia, Co-founder & CEO of Next Door

BR SPEAKERS

Cesar Carvalho, CEO & Founder of Gympass

Federico Vega, CEO & Founder of CargoX



2:00-3:00PM **THE SOFTBANK EFFECT**

This session will be a discussion between some of the original U.S. Softbank Ventures team about the state of global investing and lessons learned working with entrepreneurs from around the world.

MODERATOR

Scott Sobel, Valor Partner

SPEAKERS

Eric Hippeau, Managing Partner of Lerer Hippeau Ventures

Gary Rieschel, Founder & Managing Partner of Qiming Ventures

Ron Fisher, Vice-Chairman of SoftBank Group



3:00-3:15PM **COFFEE BREAK**



3:15-4:15PM **CYBER SECURITY, THE GROWING RISK OF GLOBAL CYBER THREATS**

KEYNOTES

Nadav Zafrir, former commander of 8200 (Israel's NSA) and the Co-Founder & CEO of Team 8

Chad Sweet, Co-founder & CEO of The Chertoff Group

CYBER PANEL

With recent high-profile security breaches occurring at both government and corporate levels, cybersecurity has quickly become a high-profile issue impacting us all. In this session will discuss the challenges and opportunities impacting cybersecurity.

MODERATOR

Marcela Denniston, Valor Venture Partner

SPEAKERS

Stephen Ward, Senior Director of Marketing at Claroty

Idan Tendler, Co-founder & CEO of Fortscale

Shachar Levy, Founder & CEO of Sygnia



4:15-5:00PM **TECH INVESTMENT ON A GLOBAL BASIS: AN INSTITUTIONAL PERSPECTIVE**

In this session experienced institutional investors will discuss their views on the past and future of technology investing in an increasingly globalized environment.

MODERATOR

Michael Nicklas, Valor Partner

SPEAKERS

Matheus Villares, Managing Director of Temasek

Nikunj Jinsi, Global Head of Venture Capital at IFC

Paula Volent, CIO of Bowdoin College



5:00–6:00PM LEVERAGING HUMAN CAPITAL IN TODAY'S WORLD

In this session, we will have the fortune of having two of the foremost influencers of today have an interactive conversation on global health, human capital, and compassionate leadership.

FIRESIDE CHAT

Arianna Huffington, Founder & CEO, Thrive Global;
Founder, Huffington Post

Arianna Huffington is a leading author, syndicated columnist, and businesswoman. Huffington was the co-founder and editor-in-chief of The Huffington Post, which is now owned by AOL. In her latest book, *Thrive*, she has written a passionate call to arms, looking to redefine what it means to be successful in today's world

Arianna's experience in journalism has informed her views on the importance of taking care of well-being in the workplace, which is becoming an "incredibly important investment" to companies, to the point where it's likely to be as vital as investing in technology. Arianna founded, Thrive Global to provide strategies and tools to enhance well-being, purpose and performance for individuals and businesses.

Ray Chambers, pioneer in private equity, philanthropist,
Special Envoy to the UN for Health in the Agenda 2030

Raymond Chambers is a philanthropist and humanitarian who currently serves as the United Nations Secretary-General's Special Envoy for Health in Agenda 2030 and for Malaria. Ray has founded many other philanthropic institutions including Mentor, Points of Light Foundation, America's Promise with Colin Powell, Malaria no More, to name a few. Today, Ray is working closely with leaders in our technology community focusing on ways to drive awareness and impact in global health initiatives.



6:00PM CLOSING REMARKS FOLLOWED BY COCKTAILS



ALESSIO ALIONÇO is the founder & CEO of Pipefy, a powerful online workflow management software that enables companies and teams of all sizes to efficiently run distributed business processes. Alessio is a serial entrepreneur having founded and sold AcessoZero to one of Brazil's largest internet groups. A graduate of the Federal University of Parana, Alessio is also a surfer and a Lean Six Sigma Black Belt.



ANTOINE COLAÇO is a Partner at Valor Capital Group. Prior to joining Valor, Antoine was at Google for 9 years, where he was most recently COO of Global Partnerships. Previously, he helped to found Google's Indian presence and to grow its Latin American presence by establishing the company's offices in Brazil and Argentina. More recently, he headed the Reseller Channel for Asia-Pacific and Latin America and was COO for the APAC region in Singapore. Prior to joining Google, Antoine was Manager of Business Development for Yahoo! and was also an Investment Banking Associate at Goldman, Sachs & Co. He received his undergraduate degree from Princeton University and an MBA from Harvard Business School.



ARIANNA HUFFINGTON is the founder & CEO of Thrive Global, the founder of The Huffington Post, and the author of 15 books, including, most recently, Thrive and The Sleep Revolution.

In May 2005, she launched The Huffington Post, a news and blog site that quickly became one of the most widely-read, linked to, and frequently-cited media brands on the Internet, and in 2012 won a Pulitzer Prize for national reporting.

In August 2016, she launched Thrive Global, a corporate and consumer well-being and productivity platform with the mission of changing the way we work and live by ending the collective delusion that burnout is the price we must pay for success.

Thrive Global provides trainings, seminars, e-courses, coaching and ongoing support based on the latest scientific findings to improve people's health and increase productivity for both companies and individuals around the world.



CESAR CARVALHO is the Founder of GymPass, discouraged with closed and inflexible gym plans while living mostly on the road during his time at McKinsey the idea was born. GymPass optimizes the use of underutilized gym resources by aggregating health clubs on their platform and enabling customers to access the network of facilities via Pre-paid and discounted Day Passes and One Single Monthly Membership.



CHAD SWEET is a Co-Founder of The Chertoff Group, a global advisory firm and investment bank exclusively focused on the security sector. Mr. Sweet formerly served as the Chief of Staff of the United States Department of Homeland Security (DHS). Previously as the Chief of Staff of DHS, Mr. Sweet helped Secretary Michael Chertoff manage one of the largest federal agencies with approximately 220,000 dedicated homeland security professionals and an annual budget of over \$50 billion. After leaving DHS, Secretary Chertoff and Mr. Sweet co-founded The Chertoff Group to consult with companies and governments on their own security as well to advise on mergers and acquisitions (M&A) in the security industry.



CLARISSA SHEN is the Chief Operating Officer for Udacity. She joined as Udacity's first business hire leading all business functions. Prior to Udacity, she co-founded a K-12 start-up, led digital change at Apollo Group, and advised Fortune 500 and government clients throughout Greater China, Asia, and Europe as a management consultant with Deloitte/Monitor Group. Clarissa has also managed a Google Top 10 digital marketing team, and led an internationally-renowned touring contemporary dance company. Clarissa graduated magna cum laude with a BA in English and Environmental Studies from Williams College, and holds an MBA from Harvard Business School.



Ambassador Clifford Sobel is a Senior Partner of Valor Capital Group. Ambassador Clifford Sobel served as Ambassador to the Netherlands and Brazil, spanning both the Bush and Obama Administrations. Today he is Managing Partner of Valor Capital Group, which is a diversified investment group investing in Brazil. He is also a Partner in Related Brazil, a mixed-use developer in Brazil, and he is a Partner and Board Member of Contagalo, a diversified agriculture group. He has served on Advisory Boards to the American Military Commander of Europe and NATO, as well as the Command for American Forces for Central and South America.

He is on the Board of Directors for Diamond Offshore Drilling (NYSE) (DO), and the Boards of Council of American Ambassadors, Council of the Americas, and Christie's Advisory Board for the Americas. He serves on the Board of Wenzhou Kean University based in Zhejiang Province, China, one of the first universities to grant degrees in English in Accounting, Finance, English and Computer Science.

He is also on the Advisory Board to Fundacao Dom Cabral Brazil (FDC), which is a leading school for Executive Education in Brazil. Ambassador Sobel has received award recognition for contributions to bilateral relations from Brazil's Ministry of Defense, as well as the State Governments of Minas Gerais, Pernambuco and Sergipe.



DAVID KWONG delights and challenges audiences around the world with his intellectual brand of "puzzles and prestidigitation." A veteran "cruciverbalist" (crossword puzzle constructor), Kwong routinely creates puzzles for the New York Times, Los Angeles Times, Wall Street Journal and other national publications.

Kwong was the head magic consultant on the 2013 worldwide hit film *Now You See Me* and is co-producing *Deception*, a show for ABC about a magician who joins the FBI. He is the puzzle and secret code consultant for the hit NBC show "Blindspot."

Kwong's book *Spellbound: Seven Principles of Illusion to Captivate Audiences and Unlock the Secrets of Success* was published by Harper Business in May.



Eric Hippeau is a Managing Partner at Lerer Hippeau. He is the chairman of RebelMouse and co-founder of NowThis Media. Previously, Eric was the Chief Executive Officer of The Huffington Post and a Special Partner at Softbank Capital, where he served as Managing Partner. Prior to Softbank Capital, Eric was Chairman and CEO of Ziff-Davis, which was the largest media company serving the technology sector. He serves on the Board of various private and public companies, including Marriott.



FEDERICO VEGA is the CEO & Founder of CargoX, regarded as one of the most promising Brazilian companies by top international media, CargoX operates as an asset-free trucking company, enabling a network of more than 200,000 trucks to move thousands of loads across the Brazilian territory and beyond. Prior to founding Cargo X, Federico was a VP of Sales at JP Morgan London for 9 years.



GUILHERME CERQUEIRA is a serial entrepreneur, founder & CEO at Worthix, Guilherme has +15 years of experience managing +800 projects with large enterprises helping them understand the correlation between customer experiences and business results. Among his customers we can highlight international corporations such as Blizzard Entertainment, FICO, L'Oréal, TechCrunch, Sura, 3M, Nextel, IBM, Chevron, Praxair Inc., Essilor, Petrobrás, Siemens, TAM, LAN, Hamburg Sud, C&A, VIVO Telecom, TIM Telecom and many others.



IDAN TENDLER is the CEO & co-founder of Fortscale. With a proven track record in both business and technology, Idan is a serial entrepreneur and a recognized expert in the field of cyber security and intelligence. Prior to founding Fortscale, he initiated, built and led the Cyber Security Business Group of Elbit Systems (NASDAQ:ELST), Israel's leading defense integrator. This Group became the leading growth engine of Elbit Systems, and managed major Cyber Security and Warfare technological projects in Israel and abroad. Before that, Idan was a Business Analysis Manager at Elron, the technological investment arm of IDB Holdings, one of the leading holding companies in Israel. Prior to his business career, he served as an officer and head of a key department in the IDF's elite Intelligence & Cyber Unit (8200).



JACKIE HYLAND is a director on Silicon Valley Bank’s Global Gateway team, which was established to work with innovation companies and their investors in international and emerging technology-focused markets. Jackie joined SVB after leading deal activity and portfolio engagement in Latin America as an investment associate with Venture Lab.

Jackie has also worked at Compass Group Asset Management in Mexico City where she was part of the real estate private equity team, and Angel Ventures Mexico as a Fulbright Binational Business Scholar, where she managed deal analysis and strategic entrepreneurial initiatives with the local entrepreneurial ecosystem. Jackie founded a women’s entrepreneurial mentoring program in Panama in partnership with Vital Voices and the U.S. State Department’s Pathways to Prosperity in the Americas initiative.



JOAQUIM LEVY As Managing Director and World Bank Group Chief Financial Officer, Joaquim Levy is responsible for the financial and risk management strategies of the World Bank Group and for the institutions that make up the Group. This includes development of new, innovative financial products and services, oversight of the financial reporting, risk management, and mobilization of financial resources in alignment with the Group’s strategy.



JONAH GOODHART is Senior Vice President, Oracle Data Cloud. Jonah was the Co-Founder & CEO of Moat, which was acquired by Oracle in April 2017. Moat powers trusted measurement, analytics, and intelligence for the world’s largest brands and publishers. Moat operates as an independent organization within the Oracle Data Cloud. Jonah was the Founding Investor and Board Member of Right Media (acquired by Yahoo!), Founding Partner of WGI Group, and Co-Founder of Billions.org. Ernst & Young named him Entrepreneur Of The Year 2017 New York in the category of Digital Media. Jonah was also a member of Mayor Bloomberg’s Council on Technology and Innovation.



LUCAS MENDES is the Co-founder at Revelo. Prior to co-founding Revelo, Lucas was a partner at Brazilian e-commerce Beleza na Web. His previous experiences include investment banking at Goldman Sachs and management consulting at Bain & Company. Lucas holds a BS in Engineering from the University of São Paulo and master's degrees from Ecole Polytechnique and Stanford University.



LUIS ALBERTO MORENO has been the President of Inter-American Development Bank since October 1, 2005. Mr. Moreno serves as the Chair of the Board of Executive Directors of the Inter-American Investment Corporation (IIC) and the Donors' Committee of the Multilateral Investment Fund (MIF), both institutions of the IDB Group. He served as an Executive Director at Inter-American Development Bank and served as Minister of Economic Development, President of the Instituto de Fomento Industrial and manager of social investment policies, including the housing strategy for low-income families.

Before joining the IDB, Mr. Moreno served as Colombia's Ambassador to the US for seven years. His major achievements include his work in the design and approval of the Plan Colombia, an ambitious program for the fight against drugs and for the social and economic revival of the country, the renewal and extension of tariff preferences of the ATPA (Andean Trade Preference Act,) and his performance as one of the main drivers of the negotiations for the Treaty on free trade between Colombia and the United States. Mr. Moreno has received numerous distinctions awarded by governments and private entities, including Colombia's highest honor, the Grand Cross of the Order of Boyar.



MARCELA DENNISTON is a Brazilian/American cyber security professional with nearly 15 years of experience in defensive and offensive operations and product development. She has worked with several government organizations helping to develop Security Operations Centers (SOCs) and cyber products to improve national-level SOC and threat intelligence capabilities.

She began her career in the United States Navy, where she performed intelligence and security work and her work with government agencies such as the Defense Information Systems Agency, Department of Homeland Security, the Department of Defense and foreign national cyber organizations in an effort to streamline security and processes.



MATHEUS VILLARES is the Managing Director for Temasek Brazil, heading Temasek's Brazilian office since September 2008. He is a board member of Hidrovias do Brasil, Klabin, and Burger King Brazil. Prior to joining Temasek, Villares was head of M&A for Citigroup Capital Markets in Brazil and for M&A in Latin America at Goldman Sachs & Co before that.

He holds a bachelor's in production engineering from the University of São Paulo and an MBA from the University of Chicago Booth School of Business.



MICHAEL NICKLAS is a Partner at Valor Capital Group. He has led key Internet initiatives at Fortune 500 companies including the digital video group at Viacom and the online group at Univision; launched two startups, The Gryphon Group and Thirst, in NYC's Silicon Alley; and been active as both an angel and VC investor in Latin America. Prior to joining Valor Capital Group, Michael was managing director for Ideiasnet, SA, a publicly traded technology holding and venture capital group based in Rio de Janeiro. Michael received a BA in International Studies and Economics from the American University and was a Fulbright Fellow at the University of Coimbra in Portugal.



NADAV ZAFIR is the co-founder & CEO of Team8, Israel's leading cyber security foundry. Prior to founding Team8, Nadav was the founder of the Israel Defense Forces' Cyber Command, and the Commander of "Unit 8200"- an elite military technology unit that has become an incubator for Israel's renowned high-tech sector. Team8 uses its collective cyber security expertise and leverages its vast international network to identify the right ideas that can then be developed into innovative, category-leading companies that challenge world's toughest cyber security problems. Team8 is backed by Cisco, AT&T, Accenture, Nokia, Temasek, Mitsui, Bessemer Venture Partners, Eric Schmidt's Innovation Endeavors and Marker LLC.



NIKUNJ JINSI joined IFC in 2003 and heads IFC’s Venture Capital investment team globally. At IFC, Nikunj has led over 25 growth equity investments, several of which have had successful exits, for which IFC acted as a (co-)lead, involving other leading private equity and strategic players, and has taken on board positions on several of IFC’s portfolio companies. Prior to joining IFC in Washington DC, Nikunj spent nine years living and working in Asia. He was a Managing Director for one of Asia’s leading venture funds. Earlier Nikunj spent 4 years in the Asian investment banking industry providing M&A and corporate finance services to clients throughout the region. In addition, he was the co-owner of South East Asia’s largest independent marketing communications agency.



NIRAV TOLIA is the Co-Founder & CEO of Nextdoor, the free and private social network for neighborhoods. Prior to Nextdoor, he was an early employee at Yahoo!, co-founder/CEO of Epinions (acquired by eBay), and EIR at Benchmark Capital. Nirav graduated from Stanford University.



PAULA VOLENT is Chief Investment Officer and Senior Vice President at Bowdoin College, a private, residential college in Brunswick, Maine. At Bowdoin, Ms. Volent is responsible for the oversight and management of the College’s endowment. Prior to joining Bowdoin in July 2000, Ms. Volent was a Senior Associate at the Yale Investments Office.

She serves on the Board of Advisors of the Yale School of Management, a member of the Investment Committee of the Pritzker Family Foundation, a Trustee and member of the Investment Committee of the Maine Coast Heritage Trust, a member of the Advisory Board of Girls Who Invest, a Trustee of the Skowhegan School of Art and Painting, and an Investment Committee Member of the Rockefeller Foundation.



RAYMOND G. CHAMBERS is a philanthropist and humanitarian who has directed most of his efforts towards helping children. He is the founding Chairman of the Points of Light Foundation and co-founder, with Colin Powell, of America's Promise – The Alliance for Youth. He also co-founded the National Mentoring Partnership and the Millennium Promise Alliance. Mr. Chambers is the co-founder of Malaria No More, with Peter Chernin. He is also the Founding Chairman of the New Jersey Performing Arts Center and is the former Chairman of Wesray Capital Corporation, which he co-founded with William E. Simon. In March 2013, Mr. Chambers was appointed Special Envoy for Financing of the Health Related Millennium Development Goals (MDGs) by UN Secretary General Ban Ki-moon. He is the first person to hold the newly created position. At Harvard, Mr. Chambers is a member of the HSPH Health Communication Advisory Board, and Board co-chair of Defeating Malaria: From the Genes to the Globe.



RON FISHER is the Vice Chairman of SoftBank Group. Mr. Fisher is also Chairman of Brightstar, Vice Chairman of Sprint Corporation and a Director of ARM. Mr. Fisher has over 30 years of experience of working with high growth and turnaround technology companies. Mr. Fisher joined SoftBank in 1995, overseeing its U.S. operations and other activities outside of Asia, and was a founder of SoftBank Capital. Prior to joining SoftBank, Mr. Fisher was the CEO of Phoenix Technologies Ltd., the leading developer and marketer of system software products for personal computers, from 1990 to 1995. Mr. Fisher earned an MBA from Columbia University, New York, and a Bachelor of Commerce from the University of Witwatersrand in South Africa.



SCOTT SOBEL is the Co-Founder & Managing Partner of Valor Capital Group. Scott held various operating and corporate development positions in Fortune 500 companies including NCR Corporation and Motorola, Inc. (formally Symbol Technologies), primarily living and working in the emerging markets for last decade.

Prior to his corporate roles he was a member of the founding team and Vice President of the pioneering Internet Telephony Company Net2Phone, Inc., helping grow the company from a start up to having millions of users, \$160M in revenue, successful IPO, and acquisition by AT&T for \$1.4B.



SHACHAR LEVY is the Founder & CEO of Sygnia, a Team8 Company. Shachar brings more than 25 years of experience in strategy, cyber, research, and business leadership in government and the private sector. He founded Sygnia in 2015. Shachar holds a BA from Tel Aviv University and master's degrees from Harvard University and from Bar Ilan University (summa cum laude). He often speaks to executive managements and professional forums on the challenges and opportunities of cyber.



TIAGO DALVI is the CEO & Founder of Olist, the largest store inside Brazil's largest marketplaces. Olist is the number 1 platform in Brazil for offline SMBs to access the online world and manage its products, inventory, orders, and fulfillment in one single place. Tiago is an endeavor entrepreneur, accelerated at 500 startups and has 12 years of experience with retail, marketplaces and SMBs.



STEPHEN WARD serves as Senior Director of Marketing for Claroty where his responsibilities include crafting the company's thought leadership strategies, managing Public Relations activities and driving client engagement. Prior to joining Claroty, Stephen led Government and Public Affairs communications for FireEye, supporting a \$300m business line with a focus on shaping U.S. and European cybersecurity policies and regulations.

Mr. Ward has spent the past decade as a serial entrepreneur, helping combat evolving threats and forge new markets with cutting edge cybersecurity technologies focused on Threat Intelligence, Advanced Endpoint Controls and Full Packet Capture and Network Forensics. He played an integral role in the creation, growth and eventual acquisition of iSight Partners (acquired by FireEye), Invincea (acquired by Sophos) and NetWitness (acquired by RSA).

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