

CARMI BOGOT

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PROFILE

CHIEF EXECUTIVE OFFICER / Business Development / New Markets Revenue Growth / Account Management / Project Management / Operational Efficiency

Multi-disciplinary ,proven success with global international companies. A unique combination of in-depth technical understanding as well as commercial business savvy. Conventional success created by unconventional thinking and ingenuity. A leader who can motivate workers and creates a working environment based on loyalty and trust. Over twenty five years' of experience in technology companies, specializing in digital-content delivery systems, security and cyber solutions.

EDUCATION & PATENTS

MSC - COMPUTER SCIENCE, HEBREW UNIVERSITY OF JERUSALEM, CUM LAUDE 1984-1985

BSC - COMPUTER SCIENCE AND ECONOMICS, HEBREW UNIVERSITY OF JERUSALEM, CUM LAUDE 1982-1984

Registered 13 patents in the field of broadcast technology, over-the-top systems, conditional access and interactive games

PROFESSIONAL EXPERIENCE

CBOGOT CONSULTING

**2004 – 2011,
2016 - Current**

CEO AND FOUNDER

- EasySecSolutions: Vice President Sales and Marketing, this startup is leading the way in IOT Security.
- MBER Telecommunications: CSO, this company has invented a new technology for audience measurement
- Comigo: Corporate development, Comig has new technology to “Understanding Television”
- Cyabra: A new startup based on cyber and social networks, CSO and member of the advisory board
- OurCrowd: Venture Partner responsible for project RESTART , and initiative to help startup companies experiencing difficulties.
- SES / MX1 : Ownership of a large \$2.5 million multiple uplink site project for Turner Broadcast.
- SES / MX1: Ownership of the company’s largest project for their largest customer . Project management of a \$7,000,000 project to upgrade the Hawley Pennsylvania uplink site and insure revenues of \$21,000,000.
- Pace: provided corporate consulting on how to transform the newly acquired software company into a hardware manufacturing enterprise.
- SanDisk: provided technical and business development consulting on how to use solid state disk (SSD) technology in Personal Video Recorders (PVRs). This included technical consulting as well as a market study in the USA and China.
- Cablevision NY: provided technical consulting for the XBOX video player designed to receive a uniquely encrypted video stream.
- Amimon: provided technical and business consulting to better utilize their communication technology for the distribution of HD video throughout the home.
- Pontis: provided business development and sales consulting to introduce their technology to media operators in India and the USA, and to expand their product into new markets.
- VBOX: provided technical consulting targeted at helping them sell their company.
- XCONNECT: provided technical consulting for the expansion of their technology into the video conferencing market.

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LATENS (a member of the Pace Group) (LATENS was an independent company that was purchased by Pace) 2011 – 2016

CEO OF LATENS, A MEMBER OF THE PACE EXECUTIVE TEAM AND CTO SOFTWARE AND SERVICES, THE PACE GROUP

2011 - 2016

- Latens is an international conditional-access and middleware company with approximately 100 employees with offices in Belfast, Saltaire, Bangalore, Boca Raton, and Jerusalem. Latens is a member of the Pace Group.
- Under Carmi's management, the company became profitable for the first time. Revenues increased by over 30% in an 18-month period, during which, OPEX costs were reduced.
- Latens products were stabilized and a new product line was introduced. This was a Unified Rights Management system (URM) which complemented the existing conditional access (CAS) products and allowed the company to achieve additional revenues from existing customers.
- The company expanded sales and entered new markets, especially in India and Indonesia.
- When Latens joined the Pace Group, Carmi was given additional responsibilities as a member of the Pace executive team. During that period, Pace reached annual revenues of over 2 billion dollars as a public company and was the largest manufacturer of set-top-boxes.
- In 2015 and 2016, the software business divisions in Pace were reorganized and Carmi was assigned the role of Chief Technical Officer for all software products.

NDS GROUP 1991 – 2008

VICE PRESIDENT BUSINESS DEVELOPMENT & A MEMBER OF THE NDS EXECUTIVE TEAM, NDS GROUP

1996 - 2008

- NDS created its NEW INITIATIVES DIVISION and Carmi was responsible for business development. The main focus was on the expansion of NDS products and services to the Internet, and over-the-top content delivery.
- Sold NDS conditional access technology and was directly responsible for over \$180,000,000 of sales and account revenue.
- Focused on the initial introduction of new products and services: digital cable systems, mobile content protection, interactive photo applications, and end-to-end OTT systems.
- Penetrated international markets: USA, South America, Japan, Korea, China, England, and France.
- During this period, Carmi was the CEO of Karnit (a wholly-owned subsidiary of NDS) and focused on interactive photo applications and e-commerce, in partnership with Kodak to provide products and services to customers in the USA and Canada.
- Responsible for the NDS product and services for mobile operators. This division was created from scratch and the role included: defining the product line, marketing strategy, sales methodology and pricing structures, product design, and development, testing integration and delivery.
- Carmi was responsible for the Cablevision account - the 4th largest American MSO at the time and generated over \$75,000,000 in revenue. The customer was very pleased with NDS and their level of support.
- Created a standards body for the protection of digital content called the SVP Alliance.

DIRECTOR OF CONDITIONAL ACCESS SALES USA, NDS GROUP 1996 – 1998

- The US cable market is the largest cable market in the world (based on revenue), historically this market only purchased conditional access products from two companies: Scientific Atlanta and General Instrument. Carmi sold NDS conditional access technology to Cablevision, which was the first time the duopoly was broken - a very difficult and significant sales achievement. This was also the first sale of NDS technology to a cable customer and allowed the company to expand from satellite technology to a new market.

DIRECTOR OF DIRECTV WORLDWIDE CUSTOMER SUPPORT, NDS GROUP 1994 – 1998

- DIRECTV was the largest provider of worldwide satellite services, with operations in the USA, Mexico, Central America, South America and Japan. Carmi was responsible for providing the customer with international support.

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VARIOUS COMPANIES

1994 – 1997

PROGRAMMER AND GROUP LEADER

- **NDS:** Designed, developed, integrated, tested and installed the first NDS Headend for digital broadcasts. Components of this original system are still in use today.
- **THE SUPREME COURT OF ISRAEL:** Implemented a system to manage all of the court's functions and filings.
- **ALCATEL & ISRAEL POSTAL AUTHORITY:** implemented a real-time system for adding barcodes to mail items lacking missing postal codes in hand written addresses.
- **ADUMIM CHEMICALS:** implemented a system for the control of chemical production and inventory.

LANGUAGES

Hebrew – Mother tongue | **English** – Mother tongue