

## Frantz Lohier

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### TECHNOLOGY AND PRODUCT EXECUTIVE

20+ years of successful leadership in deep tech developing and leveraging disruptive innovations. Adept of an agile and pragmatic "can-do" attitude, I enjoy being part of the most groundbreaking societal disruptions: video-calling (**Logitech**), IoT (**own startup**), drones/aerial imaging (**Qualcomm**), automotive disruptions (**Samsung** with self-driving cars, **Forvia** with novel cockpit experiences), medical instrument (**startup co-founder**), iRobot with advanced cleaning solutions.

### MY BACKGROUND, CORE COMPETENCIES AND VALUE ADDED

Crafting and maintaining complex product roadmaps; bridging technology-to-market gaps; building, leading, and growing product and technical teams; defining business models that protect and monetize innovations. Inventing.

- **Product and Technology Strategy:** seasoned software and hardware experience across company sizes and verticals
- **Innovation:** led technology de-risking, scaling, and positioning for many disruptive B2B and B2C opportunities
- **Execution:** track record in meeting deadlines, containing cost. Several mass-produced Consumer Electronics products
- **Entrepreneurship:** contributor, founder, and advisor of several innovative ventures

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### EMPLOYMENT HISTORY

#### CHIEF ARCHITECT

2022-2023

**iRobot** (Roomba brand) – Bedford, Massachusetts and California

- **Product and Technology leadership:** led the definition of iRobot's next generation autonomous robotics vacuum cleaners and autonomous lawnmower with a focus on a new compute and sensing platform. Contributed to significantly reduce products' BOM by introducing advanced computer vision techniques and by adopting a re-usable cross-product platforming design strategy. The platform comprised more than 25 sensors, half a dozen motors and processors, including an advanced NPU. Introduced and deployed "remote checking" video-streaming feature to the portfolio
- **Technology scouting and de-risking:** introduce novel 3D depth sensing and illumination techniques

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#### CHIEF TECHNOLOGY OFFICER, *responsible of 2.2B\$ in lifetime Sales 5 product lines*

2018-2022

**Faurecia Clarion Electronics** – Paris, France and Japan – top 10 worldwide automotive equipment supplier

- **Product and Technology leadership:** led the creation of 5 products lines with a team of 50 globally distributed (Europe, China, USA, Japan). Led strategic business planning, business intelligence, product and technical road mapping for: IVI/infotainment and connected solutions, audio solutions (acoustic noise control, sound surfaces), ADAS (focus on automatic park assist), interior cabin monitoring solutions (driver/occupant monitoring systems), Advanced Display technologies and aftermarket accessory products. Launched 12 electronic/software platforms in one year with a 65M\$ budget and directed R&D towards detailed implementation plans. Led "Technosession" events designed to propose and rationalize Unique Selling Points for all product offers
- **Inbound/outbound Marketing:** in charge of customer tech days with the management >50 demonstrators worldwide. Developed training materials for the Sales organization. Direct support to Sales during major acquisitions and RFIs/RFQs
- **M&A and Venture Funding:** due diligence and integration committee member for Clarion, a Japanese IVI company acquired for 1.7B\$ early 2019. Consolidated 3 culturally diverse companies; restructured the organization, revamped various processes and methodologies (product/R&D/budgeting/reporting). Due Diligence of 4 startups in the area of Intelligent Cockpit and ADAS technologies. Board member positions: Aptoide, the third largest App store in the world, Irystec (display technology company) and CREO dynamics (audio technologies)
- **Other achievements:** Head of R&D (700 engineers) at Parrot Automotive for 9 months (acquired by Faurecia). Member of Faurecia's Global Leadership Community (recognizing the 300 top performers out of 112000 employees). Won a "IF design Award" in 2019 for a novel smart headrest concept (link [here](#)). Filed 2 patents and scoped an assertive licensing program. Key presenter at large events (CEATEC, Faurecia's annual Capital Market Day)

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#### DIRECTOR, PRODUCT MANAGEMENT; AUTONOMOUS DRIVING, *reporting to Samsung's "Smart Machines" SVP*

2016-'17

**SAMSUNG's Strategy & Innovation Center (SSIC)** - San Jose, California

- **Product, Technology leadership:** Led product and roadmap definition of Samsung's self-driving vehicle platform (DRVLIN). Architected a novel, modular, scalable embedded middleware and associated cloud services
- **Venture funding:** due diligence for 3 venture investments (AutoTalks, Valens, TTTech) **exceeding \$100M in funding**

- **Customer engagement and validation:** Engaged with customer prospects (VP/C-level) to validate roadmap, value proposition and confirm adequate compliance with emerging cybersecurity and L3+ functional safety standards
- **Team building:** Led recruiting of product managers, software and hardware architects, documentalist
- **Intellectual Property:** Led IP strategy definition for autonomous driving including build-versus-license. Filed 3 patents

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**WW DIRECTOR, PRODUCT MANAGEMENT & STRATEGIC BUSINESS DEVELOPMENT**, *supporting the CTO*

**2013-'16**

**QUALCOMM** Inc. - San Diego, California

- **P&L Lead for Robotics:** Led Business Plan definition and execution including offering, monetization options, go-to-market strategies, world-wide customer engagement pipeline and messaging to press and analysts. **Secured >\$40M in revenue** in the domain of Unmanned Aerial Vehicles (UAV) with a team of 10 regional sales managers. Launched the SnapDragon Flight platform based on Qualcomm SoC technologies
- **Product Management for new segments:** Led market competitive analysis and trends, defined value proposition and positioning for several technologies including embedded sensors, multimedia (3D reconstruction, visual inertial odometry, sound classification), cybersecurity and context-aware computing
- **Business Development, technology sourcing:** Identified and captured early stage customers; defined and executed joint demonstrators. Negotiated and secured engagement terms. Identified business alliances, academic partners, M&A and venture funding opportunities for emerging technologies

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**VICE PRESIDENT; TECHNOLOGY MANAGEMENT**, *direct report to CTO*

**2010-'12**

**KUDELSKI GROUP (NAGRA/OpenTV brands)**, Switzerland/California - **Leader in Pay-TV and Cybersecurity**

Led Intellectual Property, core innovation, and group participation to Standard Setting Organizations (SSO). Managed a \$7M budget and a dozen reports in the context of a major restructuring. **Launched a >\$250M IP licensing program**

- Managed corporate patent office with in-house and external counsel (~4,000 matters prosecuted world-wide). Led benchmarking and deployment of state-of-the-art intellectual property tools and metrics allowing 20% budget reduction
- Led strategic innovations for Digital Rights Management (DRM) and advanced forms of content and anti-piracy protection (hardware or software based). Delivered market trends, competitive analysis and go-to-market recommendations
- Directed worldwide group participation in a dozen television broadcasting SSOs (e.g., DVB, OIPF, HbbTV and MPEG in Europe; DLNA, DECE, DASH in the US; NGB and China DRM in Asia). Established alliances with ecosystem players, lobbied and promoted company's interests by generating white papers and actively participating in working groups

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**MANAGING DIRECTOR, ADVANCED TECHNOLOGIES**; *direct report to CTO*

**2006-'10**

**LOGITECH** Inc., Fremont, California

In charge of rationalizing, consolidating and incubating all innovation opportunities for video and connected products for a **~\$500M P&L unit**. Led the product definition and partner selection of Google's first "Google TV" compliant "Over-The-Top" (OTT) set-top box and delivered the first solid-state camcorder in the industry

- Managed department's budget (~1M\$/year), supervised staff of up to 15
- Led process definition and implementation of a 3-year product and technology roadmap in partnership with marketing and more than 30 engineers spanning over 8 engineering disciplines
- Delivered technologies intelligence for breakthrough innovation opportunities by synthesizing suppliers' competitive landscape and identifying cost/schedule/customer benefits tradeoffs
- Supervised the creation of small teams in charge of de-risking new technology - largely drawing into PMI's management principles and Agile methodologies (Scrum Master on a dozen projects)
- Led definition and implementation of the first megapixel single-chip webcam processor **enabling >7M\$ in saving**
- Led corporate-wide initiative to optimize Logitech's intellectual property asset

2000-2006: FIRMWARE THEN PRINCIPAL SYSTEMS ENGINEER (LOGITECH), DSP EXPERT (BDTI)

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## ENTREPRENEURSHIP

**2016-'18:** SHEDINNOV LLC: **PRINCIPAL:** software consulting services focused on AI/Computer Vision in digital Health

**2016:** REED CAM INC: **CO-FOUNDER, CTO:** building the first fully disposable medical endoscope

**2010–`12:** Zuli.io; **ADVISORY BOARD MEMBER:** startup focused on Home Automation

**2009–`13:** INTENTIONIS; **FOUNDER, CEO:**

- Invented, co-developed an easy-to-use cross-platform SDK (Android/iOS) for context-aware sensing hosted on a multi-cluster AWS infrastructure (EC2/S3/RDS/ELB/Route 53). Scaled platform up to 200K concurrent connections
- Architected company's vision and positioning (automated car accident detection, fall monitoring, home automation, cybersecurity); authored and delivered numerous investor pitches and marketing collaterals
- Raised seed funding and secured early customers allowing breakeven position 2-years after launch
- Led talent recruiting and retention. Commercialized 3 unique mobile applications (iOS/Android) and associated paid-for services (PayPal, iOS and Android app store integration). **Acclaimed "Best Android app" by Google in 2009**

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### **OTHER ACHIEVEMENTS**

PROJECT PORTFOLIO SUMMARY: [www.lohier.com](http://www.lohier.com)

**2009** Berkeley University ("Cal"), California; **Haas MBA Business Plan Competition: semi-finalist**

**2000 Doctorate in Signal Processing**, Pierre and Marie Curie University (UPMC), Paris, France

*"Programming methodologies and benchmarking of real-time image processing technologies" - Cum Laude thesis*

**1996 Master** in Autonomous Robotics, UPMC and ENSAM (Ecole Nationale d'Arts et Métiers), Paris, France

**1995 Visiting scientist**, Indiana Perdue University, School of Dentistry, Indianapolis, US

**1995 EECS**, École Supérieure d'Informatique (ESI), France - minor in **Business Analytics** and **Artificial Intelligence**

**Intellectual Property protection:** several leadership trainings on patent prosecution/licensing/anti-trust

**Program Management:** accreditations received by both the Cadence Management Institute and AMA

**IEEE Senior Member** since 2009. 12 published articles, 15 patents. Book author

**Dual citizenship:** US, France – bilingual. German: basic notions

**Nominated « Conseiller du Commerce Extérieur de la France » (CCFE) in 2021**

**Ski and sailboat** amateur. (Poor) golfer. Former private airplane pilot.