Sameh Yamany, Ph.D.

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US Citizen

Resourceful leader with 30+ years experience in inspiring, designing and building top market share winning products in the telecom, private networks, and cloud service providers industry. My leadership currently enables multi-billions in yearly revenue by creating customer-winning leading edge technology, vision, and innovation processes. Extensive experience in communications technologies including both wireline and wireless, cloud and security technologies, connected industries and bioengineering. Internationally recognized expert and industry thought leader in 6G, 5G, O-RAN, IoT, AI/ML, Biomedical and Virtualization technologies.

Professional Experiences

VIAVI Solutions (VIAV) 2013–Present
Chief Technology Officer

Executive leading VIAVI's long-term technology vision, and is responsible for the E2E solution architecture, industry thought leadership and advanced technology incubations across several business units including telecom, private networks and industry verticals, IoT, security, service and customer assurance, optimization, test and measurements instrumentations, and NEM Lab testing and verification solutions.

External Responsibilities

- Managing and interfacing with C-suite executives at the company's strategic customers. Industries include Tier1 service providers, network equipment manufactures, and Fortune 500 cloud providers and enterprise
- Thought leader, public speaker and contributor in major industry forums and standards bodies. These include 6G, 5G, O-RAN, Virtualization, IoT, and AI industry forums and standards associations (e.g. 3GPP, 5GMF, 5GAA, TIA, ATIS, ETSI, O-RAN, X-RAN, MEC, IEEE, ONAP, OneM2M, etc...)
- Presenting and delivering company's current and future technology vision and product innovations to strategic customers and partners in support of multi-million dollars deals and partnership opportunities.
- Presenting the company's market share vision, business and technology plans to Wall Street analysts and market researchers to promote company's viability and strong market outlooks.

Internal Responsibilities

- Leading a team of solution and system architect. Delivering the company's first cloud-native platform, NITRO that automates and integrates both the monitoring, troubleshooting, assurance, and automation applications and solutions with the Radio, RF, Fiber, Cable and Networking physical and virtual instruments.
- Leading a team of technology researchers and scientists delivering VIAVI's 6G research and first 5G product lines covering market share leading 5G UE Lab and field drive testing, first 5G industry RF beam scanner, first 5G x-RAN and eCPRI analyzer, first 5G innovative Geolocation and beam management solutions and first 5G CU/DU service and mobility assurance solutions. This effort resulted in over ~$1B of new 5G specific deals and opportunities from 2018-2021.
- Leading company-wide technology innovations, new product introduction in the Wireless, Wireline, Cable and Enterprise business units R&D leverage, and overall company product technology and development roadmaps.
- Leading new technology innovations internally with recent focus on new 6G spectrum and AI native networks, 5G radio, x-RAN, V2X, IoT, 3D sensing, Zero-touch automation, 400G, fiber sensing, DOCSIS 3.1, G.fast, and cloud security among many others.
- Directly managing and mentoring the senior leadership teams for architecture, research and overseeing mentorship and excellence of the company's technology and development teams worldwide.
- Leading the company-wide, biannual technology council as well as all IP, trade secrets, patents portfolio management, and the Ideation to Execution (I2E) process.

Trendium (acquired by JDSU) 2011–2013
Chief Executive Officer, President and Co-Founder

Trendium was acquired by JDSU on Dec of 2013. Restructured and refocused the company vision and execution to become the market leader in customer experience and analytics solutions for top tier1 wireless service providers. Introduced a new innovative suite of products that fundamentally changed the way customer experience is measured and improved. Trendium's new portfolio enabled largest tier1 wireless providers to have real-time visibility into the head-to-end experience so that they could "see" what their customers "see", when and where they "see" it. Additionally, Trendium provided a unique integrated view of the captured customer experience and corresponding network & service performance so that operations personnel could focus on solving the biggest problems having real impact on the customer.

Tektronix Communications (A Danaher Operating Company) 2007-2011
Monitoring Applications CTO, Senior Director of R&D

Continued…

- Set the vision, strategy, blue print and the development of Tektronix suite of hardware probing and troubleshooting systems. Responsibilities included initial architecture and design, managing the actual development and the plans of records for all releases., and coordinating communications with sales and marketing. During my tenure, this new product's yearly sales and revenue results consistently exceeded targets.
- Lead the global operating company strategy along with the New Product Introduction (NPI) program that established three major products and solutions. Responsibilities included setting vision, POCs, R&D planning, negotiating in-sourced and out-sourced manufacturing, and product life cycle management, field trials, and early adopter deployments.
- Championed and established the agile development process and directed worldwide engineering and PLM rollout.
- Operated and managed software and hardware development teams located in Italy, China and the US as well as outsourcing for both hardware manufacturing and software components. Drove cost savings in QA and R&D while improving product SLA and ISO9000 quality metrics.
- Championed the Danaher Business System (DBS) and enabled the business unit to achieve world class excellence in customer satisfaction, beginning with the voice of the customer, and continuously improving quality, delivery, cost and innovation. DBS contains several lean and agile processes and business tools inspired from six sigma as well as Toyota Production System (TPS).

NetTraffic 2000–2007

Chief Technology Officer and Co-Founder

- Lead the development of awards winning OSS and service intelligence platform for the wireless and wireline communications service providers as well as large enterprise and data centers. Revenue included top Tier 1 and Tier 2 carriers and Fortune 100 enterprises.
- Established C-Level executives' interactions with the major NA and EMEA service providers.
- Established and championed top network equipment manufacturer partnerships and OEM of Trendium products into their equipment and management products.
- Managed the worldwide product line organization and established strong content and roadmap planning processes covering the complete product life cycle including requirements gathering, defining market strategies and pricing, project plans, functional specifications, technical and user documentation, integration and system testing, and QA.
- Established and instituted a single set of software lifecycle processes that helped bring together several disparate development organizations into an effective, cohesive unit. Leveraged best in class processes including agile and rational unified practices.. Results included improving total product coverage and quality, and successful ISO9000 certification.

Old Dominion University 1999-2000

Assistant Professor, Computer Science

Research funded included:

- Wireline and Wireless Interactive Remote Medicine application (WIRM): a novel idea and technology for remote medical training and telemedicine applications. DOD and NSF grants candidacy.
- Wireless motion estimation system.
- Genome mapping using fuzzy clustering and image processing. This was part of bio-informatics research grant with the Prostate Cancer Center, one of the excellence centers of the East Virginia Medical School (EVMS).
- Teaching, advising and graduating one Master of Science and one Ph.D. students.

Computer Vision and Image Processing Lab, University of Louisville 1995-1999

Research and Teaching Assistant

- Invented and published a new 3D sensing representation scheme (the Surface Signature)
- Invented and published new Patter Recognition Technique using Genetic Algorithms
- Published several image segmentations ideas using neural networks, morphological filters and AI techniques.
- Invented and published 3D human jaw scanning and modeling technique using a novel laser-based 3D sensing.
- Designing and assisting in the development of a tracking system for minimally invasive endoscopic surgery.
- Assisting in the project of building a 3D sensing vision system "The Card Eye" as part of a DOD grant.
- Preparing and presenting several seminars on different topics including genetic algorithms, panoramic imaging, shape from X reconstruction and stereo-based reconstruction.
- Proposing a novel idea for 3D imaging using panoramic machines and the idea is investigated by TROPHY a major company in France.

Education, Associations and Languages

Ph.D.	**Computer Science and Bio Engineering**	University of Louisville, KY, USA	2000
Master of Science	**Biomedical Engineering**	Cairo University, Egypt	1995
B.Sc.	**Biomedical Engineering**	Cairo University, Egypt	1991