

**Committee on Energy and Commerce**  
**U.S. House of Representatives**  
 Witness Disclosure Requirement - "Truth in Testimony"  
 Required by House Rule XI, Clause 2(g)(5)

<b>1. Your Name:</b> Thomas D. Bianculli		
<b>2. Your Title:</b> Vice President, Emerging Technology Office		
<b>3. The Entity(ies) You are Representing:</b> Zebra Technologies Corporation		
<b>4. Are you testifying on behalf of the Federal, or a State or local government entity?</b>	Yes	No ✓
<p><b>5. Please list any Federal grants or contracts, or contracts or payments originating with a foreign government, that you or the entity(ies) you represent have received on or after January 1, 2013. Only grants, contracts, or payments related to the subject matter of the hearing must be listed.</b></p> <p>Zebra Technologies Corporation is a global leader in the fields of Enterprise Asset Intelligence and Internet of Things, and its leadership expanded significantly when it acquired the Enterprise Solutions Group of Motorola Solutions in October, 2014. To the best of my knowledge, Zebra Technologies Corporation has not received any federal grants, contracts or payments related to R&amp;D or product development activities related to wearable technology following this acquisition.</p> <p>Zebra has sold wearable technology products to the U.S. Postal Service as well as to Royal Mail (United Kingdom) and Italian Post (Italy), and to agencies purchasing under the U.S. Army AMIS AIT contracts. Approximately 15% of Zebra's sales are direct to customer and 85% of sales are made through channel (meaning Zebra is a supplier to a prime contractor which is providing the total solution to the government customer).</p>		
<p><b>6. Please attach your curriculum vitae to your completed disclosure form.</b></p> <p style="text-align: center;">Please see attached.</p>		

Signature: 

Date: March 1<sup>st</sup>, 2016

# THOMAS D. BIANCULLI

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## PROFILE

*Engineering Management ~ Technology Development ~ Strategic Partnerships*

Solid technical background combined with a proven record of success in managing cross-functional global development teams to rapidly bring new products from concept to high-volume production. Swiftly comprehends the “big picture” and operationalizes organizational visions. Renowned for identifying uncharted growth opportunities that address latent customer needs. Superior communicator, readily distills the most complex concepts into easily understood, compelling presentations. Core competencies include:

- ◆ Strategic Planning
- ◆ Entrepreneurial Mindset
- ◆ International Experience
- ◆ Full Spectrum Leadership
- ◆ Innovative Problem Solver
- ◆ Mentoring & Training
- ◆ Team Building
- ◆ Thought Leadership
- ◆ Intellectual Property

## PROFESSIONAL EXPERIENCE

ZEBRA TECHNOLOGIES CORPORATION, Holtsville, New York

2014-Present

***Vice President, Emerging Technology Office (ETO)***

- Lead the Technology Office for Zebra Technologies with an emphasis on incubating new solutions to address vertical based market needs.
- Coordinates and executes on advanced development activities together with business unit peers across the company.
- Defining and creating the emerging category of Enterprise Asset Intelligence which sits at the nexus of mobility, internet of things and cloud technology.
- Responsible for the Zatar Internet of Things (IoT) cloud platform business within Zebra and the application of that platform to transform workflows across industries.

MOTOROLA SOLUTIONS, INC., Holtsville, New York

2007 – 2014

***Senior Director, Emerging Business Office (EBO), Office of the CTO***

- Built the EBO from the ground up into a results driven, multi-disciplinary team with a process that has been adopted across the entire \$6B Motorola Solutions business.
- Identified key business opportunities in close collaboration with senior executive leadership, analyzing current markets and then developing innovative and appropriate solutions.
- Drove market research initiatives to identify three new disruptive product concepts; provided market, business case, ROI analysis, and technical evaluations.
- Collaborated with industry partners, internal business units, direct engineering staff and overseas ODMs to successfully develop two product categories with planned annual revenues of \$50M+.
- Developed Trusted Advisor Status with several key Tier I customers with a specialized focus in the retail and transportation vertical markets.
- Devised and launched the innovation pipeline process for gathering, incubating and executing new growth concepts across Motorola Solutions.

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**PROFESSIONAL EXPERIENCE**

SYMBOL TECHNOLOGIES, INC., Holtsville, New York

1994 – 2007

***Director, Electrical Engineering, Advanced Data Capture (ADC) Business (2004 – 2007)***

- Managed and motivated a specialized team of product development engineers, technicians and PCB designers; earned a reputation for getting results with firm, yet compassionate mentorship.
- Oversaw the effort to introduce Bluetooth connectivity to the industrial handheld scanning product line; spearheaded WLAN connectivity to the organization's scanning products.
- Key player in over a dozen product launches including the DS42 series imaging product line, the LS34/DS34 series of industrial scanners, and the CA50 VoWLAN communication appliance.
- Supervised strategic and tactical planning in addition to on time, on budget and on specification delivery of products against roadmap commitments.
- Led a company-wide group of architectural teams that defined technology platforms and lifecycle roadmaps that reduced product cycle times by 10% while greatly mitigating sustaining costs.

***Director, Electrical Engineering, Advanced Data Capture (ADC) Business (continued)***

- Developed cross-functional teams and assigned leaders for core technologies; developed roadmaps and product adoption plans while tracking progress/performance metrics.
- Product development categories included wired and wireless (Bluetooth, 802.11a/b/g) barcode readers, kiosks, POS payment systems and CCD/CMOS/LASER based barcode scanners.
- Nurtured win-win relationships with decision makers at large retail customers; collaborated with Sales to market the vision for the organization's data capture solutions.
- Formed a competitive intelligence and analysis team that published critical information reports to direct/indirect sales channels and internal engineering teams.

***Product Design Team Lead, Advanced Data Capture (ADC) Business (1998 – 2004)***

- Conceived, patented and created the foundation for the Division's device management solutions, resulting in a distinct competitive advantage and alignment with the organization's overall vision.
- Led the system level design and product development of many of the company's laser and imaging based scan engines and handheld barcode scanners.
- Electrical Engineering Lead on the team that delivered the industry's smallest 2D imaging based barcode reading engine; this product reached volumes of 300K+ units annually.
- Handpicked for transfer to Tokyo, Japan, to collaborate with Olympus Optical Co., Ltd, in the development of the company's first imaging based handheld barcode reader; responsible for product deliverables, production considerations and assisting with overall partnership growth.
- Established relationships with vendors globally regarding sub-assembly design, manufacturing and component level packaging.

***Electrical Design Engineer, Advanced Data Capture (ADC) Business (1994 – 1998)***

- Designed barcode capture, decoding, interface and RF (400MHz, 900MHz, 2.4GHz) hardware for several premiere high-volume designs, including the flagship LS4000 laser scanner, Symbol's first cordless RF scanner (LS4074) and the Phaser (P360/P370) line of scanning mobile computers.
- Sustained products after initial production including supervision of user training and resolution of customer issues in the field.

*Continued ...*

**EDUCATION & TRAINING**

POLYTECHNIC INSTITUTE OF NEW YORK UNIVERSITY, Farmingdale & Brooklyn, New York  
*Master of Science, Electrical Engineering (Signal Processing), 1997*  
*Bachelor of Science, Electrical Engineering, 1994*

*Successful Completion of the NYS EIT Examination*

**PATENTS**

Awarded 20 U.S. Patents & Multiple Foreign Patents  
3 U.S. Patents Pending

**SELECTED AWARDS**

*Motorola Distinguished Innovator*  
*Concurrent Engineering Machine Design Magazine Award*  
*Numerous Product Innovation Awards*

## INSTRUCTIONS FOR COMPLETING THE TRUTH-IN-TESTIMONY DISCLOSURE FORM

***In General.*** The attached form is intended to assist witnesses appearing before the Committee on Energy and Commerce in complying with Rule XI, clause 2(g)(5) of the Rules of the House of Representatives, which provides:

(B) In the case of a witness appearing in a nongovernmental capacity, a written statement of proposed testimony shall include a curriculum vitae and a disclosure of any Federal grants or contracts, or contracts or payments originating with a foreign government, received during the current calendar year or either of the two previous calendar years by the witness or by an entity represented by the witness and related to the subject matter of the hearing. (C) The disclosure referred to in subdivision (B) shall include (i) the amount and source of each Federal grant (or subgrant thereof) or contract (or subcontract thereof) related to the subject matter of the hearing; and (ii) the amount and country of origin of any payment or contract related to the subject matter of the hearing originating with a foreign government. (D) Such statements, with appropriate redactions to protect the privacy or security of the witness, shall be made publicly available in electronic form not later than one day after the witness appears.

### **Please complete the form in accordance with these directions.**

1. ***Name, Title, Entity(ies) (Items 1-3 on the form).*** Please provide the name and title of the witness and the entity(ies) on whose behalf the witness is testifying.
2. ***Governmental Entity (Item 4).*** Please check the box indicating whether or not the witness is testifying on behalf of a government entity, such as a Federal department or agency, or a State or local department, agency, or jurisdiction. Trade or professional associations of public officials are not considered to be governmental organizations.  
  
***Grants and Contracts (Item 5).*** Please list any Federal grants or contracts, or contracts or payments originating with a foreign government, that you or the entity(ies) you represent have received on or after January 1, 2013. For each Federal grant (or subgrant thereof) or contract (or subcontract thereof) related to the subject matter of the hearing, please include the amount and source of each. For each payment or contract originating with a foreign government related to the subject matter of the hearing, please include the amount and country of origin of each. Only grants, contracts, or payments related to the subject matter of the hearing must be listed.
3. ***Curriculum Vitae (Item 6).*** Please attach your CV to your completed disclosure form.
4. ***Submission.*** Please sign and date the form in the appropriate place. Please submit this form with your written testimony. Please note that under the Committee's rules, copies of a written statement of your proposed testimony must be submitted before the commencement of the hearing. To the greatest extent practicable, please also provide a copy in electronic format according to the Electronic Format Guidelines that accompany these instructions.

