SURESH PALLIPARAMBIL

████████████████████████

██████████████████████████████████

EDUCATION

Massachusetts Institute of Technology - Sloan School of Management	**06/16 (Expected)**

Master of Business Administration (M.B.A.)

Central Missouri State University, Warrensburg, MO	**08/95 – 05/97**

Master of Science (M.S.) – Industrial Management, GPA: 3.9/4.0

Osmania University, Hyderabad, India	**08/88 – 06/92**

Bachelor of Engineering (B.E.) – Civil Engineering

SUMMARY OF EXPERIENCE

Suresh Palliparambil is a seasoned management executive with over 20 years of technology experience. His operational experience at large corporations like DHL and NXP, combined with 10 years at startups make him an out-of-the-box thinker in getting problems resolved. Suresh has a proven track record of working in global, matrix organizations with cross-functional teams. He is very well respected in the Radio Frequency Identification (RFID) industry through his contributions in industry groups and standards committees to advance the technology over the past 15 years. Suresh has successfully implemented large-scale change management programs at high-growth organizations. His experience in providing technology based supply chain automation solutions at several Fortune 500 companies (in different industry verticals) makes him successful at consultative selling. Suresh has spent over half his career in global roles supporting customers in Japan, Korea, China, Singapore, India, Australia, Germany, Finland, UK, Brazil, Mexico and the US. He has spoken at several domestic and international events. Through his work, Suresh has saved millions of dollars for companies around the world in improved productivity and reduced waste, and at the same time indirectly improved the quality of lives of thousands of individuals around the globe.

PROFESSIONAL EXPERIENCE

NXP Semiconductors (NYSE: NXPI)	**11/10 – Present**

Americas Director of Business Development and Sales
Secure Identification Solutions (SIS) – Business Line (02/14 - Present)
RFID Tagging – Product Line Sales (11/10 – 02/14)

Suresh was hired as the director of business development and sales to grow the RFID business in North America (NA). In three years, under Suresh's leadership, NXP's market share increased 700% in NA. He was also successful in opening up the Brazil market for NXP. Suresh initiated and worked in the due-diligence process with several M&A opportunities in the Identification Business Unit (BU ID). His contributions were instrumental in growing the Near Field Communications (NFC) ecosystem. Suresh is part of the BL SIS leadership team.

Omni-ID	**04/09 – 11/10**

Senior Director of Sales

Suresh was hired at Omni-ID to grow their presence in the Asia Pacific market. In the short duration of time that Suresh spent at Omni-ID, he was instrumental in securing a cobranded reseller agreement with Mitsubishi Electric in Japan. He also signed a similar agreement with CSL in Hong Kong to serve the Chinese market. While expanding Omni-ID's business in Asia, Suresh secured multiple large sized deals for IT assets tracking at HP and CISCO Systems.

Intelleflex	**09/05 – 04/09**

Global Director, Business Development and Product Strategy

Suresh put Intelleflex on the world map by securing a strategic agreement with Boeing. He later helped Intelleflex raise venture-capital funding to expand their business. He entered into a supply agreement with Mitsubishi Electric that created a steady revenue stream. He also signed partnership agreements with Tyco Electronics, Brady Corporation and Zebra Technologies. Suresh was also responsible for implementing sales operations tools, pricing and product strategy.

Escort Memory Systems (Datalogic)   **12/00 – 08/05**

Global Director, Marketing and Product Strategy

Suresh was hired by Escort Memory Systems (EMS) to diversify their strong industrial automation presence into supply chain applications. Suresh helped define RFID system requirements for applications in the transportation and logistics industry. He led a team that helped EMS ISO 9001 certification. Suresh implemented a new CRM system, put a new marketing communication plan in place and increased EMS's presence online by securing a prominent spot on www.rfidjournal.com. Suresh was on the management team of EMS, reporting directly to the CEO. He ensured that EMS revenues grew YoY—EMS was profitable all five years that Suresh was there. He led his product management teams from concept all the way through product launch. Suresh hosted a 3-day annual event (RIFD Forum) that brought together customers who had implemented RFID, Systems Integrators and prospective customers to help promote the adoption of RFID.

DHL Worldwide Express   **03/97 – 12/00**

Regional Industrial Engineering Manager

Suresh started his career at DHL as a business analyst—working for a newly formed team—to improve transit performance of customer shipments. Suresh quickly identified bottlenecks and trends in the supply chain that were causing service failures. He worked with Information Systems (IS) department and created new tools and reports to automate field service performance measurements. He worked on global projects to help standardize supply chain network processes. After two years, he was promoted to run the Pacific Northwest industrial engineering team at DHL—23 service centers spread across seven states. Suresh was responsible to manage the productivity in his region, while maintaining 100% service level at customer locations.

Restile Ceramics Limited (India)   **08/92 – 04/95**

Regional Manager – Sales and Marketing

Suresh was instrumental in introducing 'Vitrified' tiles to architects and designers in India. His last assignment prior to moving to the United States was in New Delhi—where he led a team of six sales engineers covering the northern Indian states. His creativity and ingenuity resulted in additional sales—he created a new line of products from rejected material sitting in inventory by cutting the tiles into smaller sizes and unique shapes—this allowed interior designers create patterns and designs effortlessly. He received the award for highest sales revenue in 1994.

INDUSTRY INVOLVEMENT

Suresh has actively participated and contributed to the following industry groups**:**

EPC Global (GS1): Gen 2 UHF interoperability standard and Transportation Business Action Group
International Standards Organization (ISO): ISO 18000 – 6C UHF Air-interface protocol
Society of Automotive Engineers (SAE): SAE 5678 test standards for use of RFID on airplanes for flyable parts
Federal Aviation Administration (FAA): Certification of safe operations of passive RFID devices onboard commercial planes
Air Transportation Association (ATA): ATA SPEC 2000 – Integrated Data Processing and Materials Management
Automotive Industry Action Group (AIAG): Standards for using RFID in passenger car tire.
Product Marketing Association (PMA): Industry awareness and tracking procedures for 'Farm to Fork' of fresh produce
Financial Services Technology Consortium (FSTC): Data standards and product definition for RFID in IT Asset Tracking
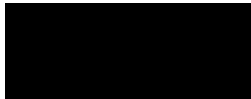**AIM Global:** Content creation, seminars, presentations, best-practices and user handbook for industry members

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)

1. Your Name: Suresh Palliparambil	
2. Your Title: American Sales and Business Development Director	
3. The Entity(ies) You are Representing: NXP Semiconductors	

	Yes	No
4. Are you testifying on behalf of the Federal, or a State or local government entity?		X

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.

6. Please attach your curriculum vitae to your completed disclosure form.

Signature: ███████████   **Date:**_____