



Michael Aquino

Chief Strategy Officer

Year of birth: 1956

Place of birth: New York City, New York

Nationality: US-American

Place of residence: Peachtree City, GA USA

Marital status: Married, 2 children (31, 28)

Occupation: Technology Strategy Consultant

February 2016 – May 2018: Chief Strategy Officer, ADVA Optical Networking North America, Inc.

In his latest role, Mike was responsible for overall company go to market, technology portfolio (organic and inorganic development), and overall investment strategy. He utilized his global customer and partner relationships to ensure ADVA remains directionally sound on where the market is going with respect to cloud, virtualization, and software driven services for Communications Service Providers (CSPs: wireline, wireless, MSO), Internet Content Providers (ICPs), and Enterprise market segments.

September 2012 – January 2016: President and CEO, Overture Networks, Inc.

Mike provided to Overture Networks 33 years of experience in the telecommunications and information technology industries. Mike joined Overture, a privately held venture-backed company, Sept 24, 2012. In his first 2 years Overture became a thought leader in delivering solutions to the market around cloud, virtualization, and software-driven services for digital services providers.

In his role, Mike also managed a very diverse board of 10 directors plus 4 observers. He constantly balanced the challenges of a declining legacy carrier ethernet business, with the emergence of Overture as a software cloud solutions company, ultimately building value creation around a 12-year old carrier ethernet business.

In January, ADVA purchased all the Overture assets, and created a separate business unit around the Overture Ensemble brand; this brand now reflects ADVA's overall positioning of their cloud, SDN, and virtualization solutions around the globe.

April 2006 – October 2012: SVP and GM Global Field Operations, Ciena Corp.

Global Sales, Field Marketing, Service, & Commercial Management responsibility for all customers for Ciena's entire portfolio. Markets included N America, EMEA, CALA, APAC, and US Federal Govt. Position included membership to Ciena's Board of Directors. Revenue grew from \$400M to \$1.7B.

October 2004 – April 2006 VP Sales America, Ciena Corp.

Responsible for entire Ciena portfolio across North and South America. 120 employees, \$400M Rev in 2005.

June 2001 – September 2004: VP Global Enterprise & Govt Sales, Ciena Corp.

Started the Enterprise & Government business for Ciena from approximately \$5M to \$100M+ business by 2005.

August 2000 – June 2001: VP N America Sales, ONI Systems Corp.

Ran all Sales, Systems Engineering, Service for Americas East market place. All customer market segments.

May 1998 – October 1999: VP Global Accounts & Integrators, Nortel Networks Corporation.

Responsible for all Nortel relationships with top 25 Global Accounts including but not limited to Merrill Lynch, Citigroup, UBS, FEDEX, and 8 large systems integrators including IBM, EDS, and Unisys.

May 1997 – October 1998: VP N America Partner Sales, Bay Networks, Inc.

Responsible for both Bay Network's business partners; included 400 Enterprise & Carrier sales people who drove 'end-user demand' into key partners. Focus on driving sales toward Telecomm Carriers and Global Systems Integrators.

September 1995 – April 1997: VP Southern Region, Bay Networks, Inc.

Grew business from \$110M to \$400M across 10 Southern US States, as well as US Federal Government, and Caribbean Latin America. Direct responsibility for 250 Sales, Systems Engineering, Marketing, and Pro Services personnel.

1981 – 1991: SE, SE Manager, Marketing Manager, Client Exec Manager, IBM Corporation.

Responsible for large power and communications utilities and media industry companies in NYC area. Entire IBM portfolio - hardware, software, services. From 1989 forward IBM was transitioning to a 'services lead' culture. Last role included 55 people, \$200M in revenue.

1974 – 1978: BA in Psychology, Cathedral College, Queens, New York, USA.

High school: Cathedral Prep, New York, USA

Elementary school: St John Vianney, New York USA