

Contact

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Top Skills

Start-ups
Cloud Computing
SaaS

Patents

Printed circuit board with RFID antenna
Restoration of lost peer-to-peer offline transaction records
Position determination based on phase difference
Telephone-enabled internet access system
Embedded spreadsheet commands

Salil Pradhan

Director and Entrepreneur (X / Google)
San Jose, California, United States

Summary

Salil is a Venture Partner and early stage investor with Draper Nexus Ventures. An advisor to corporate LPs on product strategy, partnerships with startups, and M&A, his current focus is on seed/early stage startups in verticals including retail, healthcare and agriculture with an emphasis on IOT (Internet of things).

Previously, Salil spent 10 years at Hewlett Packard in a variety of roles, including CTO of HP's Enterprise RFID/IOT business where he helped create and grow the nascent IOT solutions business to \$100m in revenue.

He serves on the Board of Momentfeed Inc., is a mentor at the Plug & Play Tech center and Cincinnati based Brandery and an advisor to a number of tech startups. Salil is also an advisor to Washington DC based Govonomy, which helps technology startups grow into government markets. He has also served on the advisory boards of UCLA's WINMEC and UCSD's Center for Wireless Communications.

A founder of two startups, Salil's all round experience as an entrepreneur, venture capitalist, product executive and corporate strategist makes him a sought after panelist and judge at venture pitch events. He has been frequently quoted by leading publications. Salil has been issued 54 US patents, in areas related to sensors, IOT and computer systems. He has an MS in Computer Science from Northeastern University in Boston and a B.E. (Computer Engineering) from the University of Pune, India.

Experience

X, the moonshot factory
Director + Project Lead
April 2020 - Present (6 years 1 month)

Draper Nexus Venture Partners

Venture Partner

February 2011 - December 2021 (10 years 11 months)

Menlo Park, CA

Brother International Corporation

Advisor

March 2010 - October 2015 (5 years 8 months)

JAIC America, Inc.

Executive in Residence

October 2008 - January 2011 (2 years 4 months)

Palo Alto, CA

Livehit, Inc.

VP Engineering & Ops (Consultant)

January 2008 - October 2008 (10 months)

Venture funded, consumer infrastructure startup in the social discovery space.

Technology focus: PHP / Python / erlang, memcached, MySQL, Java, Hadoop, Linux, Amazon Web services (EC2, S3, EBS).

- Recruited and built 10 developer/QA, dual-shore engineering team (US/Romania).
- Lead development from concept to TechCrunch50 launch.
- Instituted Scrum based agile processes to effectively manage project timelines, and manage expectations.
- Architected “shared nothing”, SaaS architecture for soft real-time analytics. Currently in alpha with a number of partners.
- Managed technical relationships with 6 key partners and vendors.

VCnity, Inc.

Co-Founder, CEO

August 2007 - October 2008 (1 year 3 months)

Angel funded, startup in the mobile, Location Based Services space.

Technology focus: Ruby on Rails, memcached, MySQL, Ngnix, Linux, Facebook Applications.

- Raised initial angel funding.
- Recruited co-founder, hired US based GUI developers and built India based engineering team.

Hewlett Packard

10 years 6 months

Chief Technology Officer, RFID Program

September 2003 - July 2007 (3 years 11 months)

Co-founded cross company effort using HP's Global operations as the first customer, and in 4 years turned this into a profitable internal venture making \$100m in worldwide revenue.

- Analyzed sub-vertical market opportunities, incubated prototype products – supply chain visibility and IT asset/workflow monitoring (SOX compliance).
- Developed product roadmaps by forecasting customer requirements and technology & industry trends.
- Due diligence on startups for partnerships/investment/acquisitions.
- Built, recruited, and managed 40+ person core development and QA team, in a dual-shore setting across US and India. Extended team of 100+.
- Effectively used offshore teams to scale operations and reduce development and support costs by 30%.
- Evangelist - frequent speaker at conferences, numerous press interviews, and analyst presentations to position HP as a key player in the Enterprise RFID space.
- Accelerated sales cycles by engaging and convincing decision makers.

Department Manager

February 2001 - August 2003 (2 years 7 months)

New department created to address opportunities at the intersection of mobility, RFID, sensor networks, embedded systems, and wireless domains.

- Managed \$4M budget, personnel hiring, and career development of team – managers, and developers.
- Spearheaded taskforce on use of RFID in HP's supply chain (9th largest non-military supply chain). Recommendations of the taskforce were adopted and a Global HP RFID Program was formed.
- Developed and launched mobile LBS service trials in formal collaboration with NTT DoCoMo Inc.
- Collaborated with the Swatch Group Ltd. to develop embedded-Linux based "Web Watch",

Senior Scientist/Manager

April 1999 - January 2001 (1 year 10 months)

The Cooltown mobile computing program at HP Labs applied Web technology to develop systems that support the users of wireless, handheld devices interacting with their physical environment, anywhere they may be. Led

team of 3 scientists to develop innovative telecom/mobile services. <http://www.hpl.hp.com/news/2001/jul-sept/websign.html>

Java Compiler Architect

February 1997 - March 1999 (2 years 2 months)

Developed a deep understanding of enterprise Java technologies, including workloads on desktop clients and application servers.

Led team of four engineers to develop complex runtime optimization technology. Component technologies from this work have been release as part of HP's Java runtime offerings. Led a team of three engineers in developing Just-In-Time linking technology/optimizations.

Played a key role in several customer-focused task forces to understand performance bottlenecks and led teams to alleviate these problems.

Tendril Software, Inc. (acquired by BEA/Webgain)

Co-Founder

1996 - 1997 (1 year)

Tendril Software, Inc. was in the business of developing tools for structured Java programming. The first product, StructureBuilder, helped software companies lower the cost of software maintenance.

Education

Loyola

· (1975 - 1985)

Northeastern University

MS, Computer Science