

Jane Walerud Boreta

Skills:

I am a serial entrepreneur who understands technology, enjoys operative roles, and has repeatedly demonstrated an ability to build a successful business from an idea.

I am also a private investor with 29% annual return on my investments 2002-2014, though I sold most of my holdings 2010 to concentrate on Teclo Networks.

Education:

BA, Psychology, 1983, Stanford University, California, USA. I studied decision theory and was a teaching assistant in introductory programming courses.

Career:

2010/3-

CEO, Teclo Networks AG. Teclo Networks optimizes mobile broadband for operators. Our first product, Sambal, accelerates TCP/IP transfers by about 30%. As of January 2014, we have two OEM deals, ten paying mobile operator customers (including subsidiaries of Vodafone, MTS, STC, Airtel, and France Telecom), and several successful trials.

2013/3 -

Member, Group XII, **The Royal Swedish Academy of Engineering Sciences, IVA.** IVA is an independent arena for the exchange of knowledge. By initiating and stimulating contacts between experts from different disciplines and countries the Academy promotes cross fertilization between industry, academia, public administration and various interest groups.

2008/1 - 2010-/3

Business Head for Assistive Technology, Tobii Technology AB. Annual sales for 2007, before I started, were 4.6M€ and Q1 2010 sales, before I left, were also 4.6M€. I had responsibility for a global organization which grew to 130 employees. We developed and launched several products and built a global sales channel.

2002- Private investor Highlights of my portfolio:

2005 – **Midsummer.** Midsummer manufactures thin film solar cells and sells solar cell manufacturing lines.

2005 – **Klarna AB.** Klarna handles billing for e-shops; consumers have a bill delivered with their order, and the e-shop is paid reliably. Eight years after start, Klarna is profitable and growing, with more than 800 employees.

2004 –2008 Private Investor and Board Member. **Ellen AB.** 10/2005 – 12/2007 MD and Board Member, **Ellen AB.** Ellen improves womens health through probiotic innovations. During my period as MD, we listed the company, sold to our first three distributors outside of Sweden, increased our shelf life through better packaging, and did a clinical study.

2002 – 2004 Chairman of the Board, **Lensway AB**, which sells contact lenses on the Internet. Lensway grew 10-20% month over month from mid 2002 – early 2004, and were the leading contact lens distributor in Scandinavia by early 2004. We sold the company to a Canadian colleague, Coastal Contacts, in 2004.

2001- 2011 Board member.

2005 – 2011 **PROGRESS Center of Excellence** for embedded systems.

2005 – 2010 **ALMI Stockholm**. ALMI is a government institution that supports and finances small companies. Now merged with ALMI Sörmland.

2002 – 2005 Board member, **Acreo AB**. Acreo provides innovative microelectronic and optic solutions.

2001- 2003 Deputy Board member, **SICS AB**. Swedish Institute of Computer Science is an independent research organization providing advanced and focused research in strategic areas of computer science.

SICS and Acreo are now merged.

2000-2001 - Director, Advanced Products, **Alteon Websystems Sweden**. I managed the former Bluetail group after selling Bluetail to Alteon Websystems. Alteon was in turn acquired by **Nortel Networks**. By 2004, the former Bluetail group had developed products whose annual turnover was significantly more than the sum Alteon/Nortel paid for us: 1.5 billion SEK.

1999-2000 - CEO and cofounder of **Bluetail**, which made Internet infrastructure software. Our first product ensured that Email would almost never stop working. By the summer of 2000, it became clear that it was time to sell the company, since competition was heating up and we lacked a distribution network.

1997-1999 - Sales Manager, **Erlang Systems**. I was responsible for selling or otherwise spreading a programming language invented in the Computer Science Lab at Ericsson. I persuaded Ericsson management to release it Open Source. It is a great success.

1995-1997- Key Account Manager, **Telia**. I was responsible for the business side of the strategic relationship between Telia and Swedbank. Sales to Swedbank from Telia increased from 80MSEK/year to 200MSEK/year in the eighteen months I worked there. We introduced the worlds' first Internet bank, installed the first Swedish ATM net, etc.

1986-1995 **Digital Equipment**. I was product manager for a range of software products, first for the local Swedish market, and then progressed to global product responsibility (P&L, product definition, project manager) as part of a global center of excellence for the banking industry.

1990-1992 - home with a baby and **my own company**. I was the Swedish distributor for SYSTAT, a statistical PC software program. I sold the company in 1993.

1985-1986 - **Walerud Technology Transfer**, my own company. I translated computer documentation and installed office networks. I sold the company in 1986.

1983-1985 – **Wang** PC support, then telecommunications program development and support.