

# Steve Kropper



## Key Wireless & Cleantech trends I follow

LEO Satellite, O-RAN, IOT, Densification, Small Cells, DISH Entry, Roof & Tower lease & sales, Public Safety, MVNO, Bandwidth Demand, 5G. Renewable Generation, Grid Modernization, Super-insulation, power meteorology.

### Skunk Works Fund

Partner

2010 - Present

Investing and advising on early stage ventures in telecom, big data, cleantech and machine vision.

### Cellular Solutions

COO, Board Member

2020-present

Cellular Solutions is a real estate consulting firm focused on generating and procuring additional revenue for Property Owners with rooftop cellular antenna sites leased and located on their building(s).

### High Plains Radio Network

Strategy Manager

Dec 2019 – Present

Profitable by balancing localization with automation. Aiming to add 450 stations in 2021 from iHeart and Cumulus.

### Fennix Systems

CEO, Investor

June 2019 - present

Established pilots at largest US garage, top tollway, key airport operator, top municipal operator, leading US operator. Proved ~100% LPR, integration with payment apps and legacy PARCS vendors. Fixed & mobile solutions.

### Boston PE Fund – portfolio company

President & Board Member

2019 Q1

Managed venture through soft bankruptcy and re-capitalization after it burned through \$4m in fund capital. Cleaned out creditors and equity holders for a new start. Stabilized firm, assessed staff, promoted hidden gems.

### Parallel Wireless (employee #5, now >420 staff)

Vice President, Business Development

2012-2018

Advanced wireless infrastructure venture. Established trust with key stakeholders: customers, Federal legislators, trade assn., standards bodies. Negotiated terms, managed internal engineering and external customer teams for high profile deployments with intelligence, public safety, defense, carriers (Verizon, ATT..) including Super/Rose Bowls, Republican Convention, Indy Speedway, NY Marathon, Lollapalooza. Spoke at > 100 media briefings.

### WindPole Ventures

Founder

2008-2012

Real-time met data to power developers, grid operators. Raised \$1 million in 2008 recession. Negotiated options on 12,000 Towers from Verizon, American Tower, Crown Castle. Hired team, managed engineering, finance, ops, marketing. Clients: BP, Duke Power, Invenergy, EON, Midwest ISO. Concept to operations in 13 states in one year.

### Bell Canada

Consultant

1994

Advised top officers on strategy to maintain domestic market dominance during deregulation.

### Clear Communications (New Zealand)

Telecom Strategy Adviser 1989-1993

On three-person team which developed political and regulatory market penetration strategy for joint MCI and Bell Canada Enterprises venture. Won 18% market share from the monopoly incumbent.

### International Data Corporation

Telecom Market Analyst

1988-1990

Directed and wrote market research on switches, bandwidth, networks for clients, top telecom firms.

### Martin Marietta

Competitive Emulation Advisor

1987

Advised on strategy to manage competitors and guide on telecom network architecture and pricing.

### Cable & Wireless

1986-87

Market analyst for local access and private line communications including DS-1 and dark and lit fiber.

### City of Boston, Energy Manager

1979-81

Managed energy conservation program through labyrinth of regulatory, union, financing, political challenges.

### US Army Research & Development - Natick Labs

Youngest ever to win R&D contact (age 18)

- MBA, Cornell University, '86. B.A., Boston Univ., '79. Founding Fellow, NE Clean Energy Council.
- Charles River Conservancy, Board member. Eagle Scout.