

**EDGAR BERNARDI, PH.D.**  
**SENIOR MANAGER, ENTREPRENEUR, BOARD MEMBER**

✉ Via Righetti 3 - CH-6982 Agno - Switzerland

☎ +49.172.2900289

☎ +41.91.960.0920

✉ [coo@avant.ch](mailto:coo@avant.ch)



### Profile, Strengths

- active and agile board member, focus **digital transformation | IT & Cyber Resilience**
- dynamic and result-oriented operational manager
- excellent technical background, focus **IT | telecommunication**
- solid expertise in financial controlling
- hands-on, pragmatic, empathic
- credible, communicative, intercultural & social competence

### Experience

**Securize IT Solutions AG, Munich – D (ongoing)**  
**Deputy Chairman of the Supervisory Board**

**2018, ongoing**

*Publicly listed Operational Holding*

- Technology and solutions provider focused on data security and secure communication applications
- Umbrella company of data security group, which owns majority holdings in a number of innovative, pioneering software and hardware enterprises in the cyber security field
- Subsidiary in the area of Cyber Security: DISO AG in Bern, Switzerland

**avant ag, Agno – CH (ongoing)**  
**Co-Founder**

**2009, ongoing**

*Business Consulting*

- Independent Professional
  - Consulting projects to SMEs and publicly listed enterprises in Germany, Austria, Switzerland, East Europe, USA
  - M&A, Interim Management, Investor Relations, Business Development, Coaching, Training

**ProCom GmbH, Aachen – D**  
**Chairman of the Advisory Board**

**2016 - 2018**

*Medium Enterprise of Family Holding*

- 2 Business Units:
  - Energy: consulting incl. development of SW platform for energy provider, consumer & trader
  - Automation: soft- & hardware for optimization of cutting and separating processes
- Turnover (2016): 2 digit mill. € range, EBIT margin (2016): nearly 10%, employees (2016): 95
- Advice and support of family shareholders in questions related to alternation of generations

**TrackGroup, Inc. (former: SecureAlert, Inc.), Sandy, Utah – USA**  
**Deputy Chairman of the Board of Directors**

**2009 - 2013**

*Publicly listed Manufacturer and Solution Provider for Electronic Monitoring Services for offenders*

- Turnover (2013): \$15.6 mill., EBIT (2013): - \$1.4 mill., employees (2013): 98
- Profitability program
  - Management reorganization
  - Profitability enhancement and sell-off of subsidiaries in Florida & Minnesota (due diligence and de-invest)
  - Mexico project
  - Restructuring of Supply Chain
- Project Management in Europe for all solutions of SecureAlert

**euromicron AG, Frankfurt-Main – D**

**2001 - 2009**

**Member of the Executive Board (COO, CTO, CSO)**

*Publicly listed Operational Holding in the market of ITC- and Security Technology (production, system integration)*

- Responsible definition and implementation of a 'buy and build'-strategy (acquisition and integration) within the new core business fiber optics & network technology (ITC) including security systems
  - Turnover: 187.3 mill. € (2009) | 325.3 mill. € (2016), EBIT (2009): 18.0 mill. €, employees (2009): 1.149
  - Consolidated net profit (EBIT margin): about 10% in eight consecutive fiscal years
  - Increasing equity ratio from ca. 26% to ca. 50% in same time period
  - Analytical due diligence & acquisition of about 30 SMEs
  - Integration of business units, utilization of synergies (purchase, cross selling, etc.)
  - Restructuring of non-profitable subsidiaries and divest
  - Implementation of group-wide sales and Key Account Management
  - Implementation and start of business in Dubai and Abu Dhabi, VAE
  - General manager of operational unit in mobile communications in Austria, president of supervisory board of subsidiary in Italy, share deal and license agreement successfully closed in USA

**Christian Schwaiger GmbH & Co. KG, Nuremberg - D | Vrchlabi – CZ** **1999 - 2001**

**General Manager (COO, CTO, CSO)**

*Medium Enterprise as subsidiary of publicly listed holding for Development, Manufacturing & Sales of Reception & Broadband Technology*

- Main resorts: development, production, technique, human resources, sales & marketing for retailer
- Turnover (2000): ca. 30 mill. €, EBIT (2000): ca. 1.5 mill. €, employees (2000): ca. 260
- Cost cutting & efficiency enhancement (purchase, extension of OEM business, outsourcing of production to subsidiary plant in Czech Republic)

**ALCATEL SEL AG, Stuttgart - D | Paris - F | Antwerpen – B**

**1998 - 1999**

**Director Network Operator Services**

*Publicly listed Multinational Enterprise on Development, Manufacturing and Sales of Telecommunications Systems*

- responsible take-over of the new worldwide business unit 'Network Operator Services'
- Turnover (1999): ca. 400 mill. € in matrix organization Germany, Belgium, Spain, Italy, USA, Taiwan, Australia
- restructuring of international service matrix organization into a P&L-responsible business unit while cutting-off non-profitable units

**Vodafone GmbH (former: MANNESMANN MOBILFUNK GmbH),  
Dusseldorf, Munich – D**

**1991 - 1998**

**Head of Department Network Planning & Optimization (Munich branch)**

*First private German Mobile Network Provider*

- Responsibility for output increment of planning & installation of base stations, fixed leased lines and switching centers by about 60% due to process reorganization & efficiency enhancement
- Responsibility of worldwide first successful planning, implementation and operation of about 40 GSM micro cells in the centre of Munich

**Head of Department System Aspects (Dusseldorf headquarter)**

- Pioneer activities of implementation of GSM network features and services with high reliability and quality into the mobile network D2 private, competition-driven for the first time in Germany.
- Co-operation in international team (PacTel (USA), later-on AirTouch and Vodafone)

**ROBERT BOSCH GmbH, Stuttgart, Darmstadt - D | Detroit – USA**

**1998 – 1990**

**Main Adviser**

*Multinational Technology Enterprise of Automotive Supply and Telecommunications*

- Business unit Public Telecommunications, development center Darmstadt
  - Self dependent analysis & optimization of process for the development of system software of digital switching systems within the cooperation SIEMENS – BOSCH – DeTeWe
  - Implementation of software quality management system based on software metrics

**Adviser**

- Business Unit Automotive Electronics, development center Stuttgart
  - Self dependent successful improvement of software algorithm of antilock brake and traction control system for key customer Daimler, General Motors (European and US patent granted)
  - Self dependent implementation of development department at the BOSCH branch office in Detroit (USA)

**Elektro 2000 GmbH, Dusseldorf – D**

**1976 - 1977**

**Technician**

*Retailer*

- Service provisioning in the market of consumer electronics

**Education**

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- Hasso-Plattner-Institute School of Design Thinking, Potsdam – D** **2016**
  - Open Course **Design Thinking**
  
- In-Service Education** **since 1989**
  - Management, finance, professional training
  
- University Hamburg, Physics Institute, Hamburg – D** **1988**
  - **Ph.D.** in **Physics** (Elementary Particle Physics)
  
- Stanford University, Stanford – USA** **1987**
  - **SLAC Summer Institute** on Elementary Particle Physics
  
- University Bonn, Physics Institute, Bonn – D** **1984**
  - **Master** in **Physics** (Elementary Particle Physics)
  
- CERN Summer School of Computing, Aiguablava – ES** **1984**
  - International Summer Seminar on **Computing** and **on-line data analysis**
  
- Aristotelios University Salonika, Salonika – GR** **1981**
  - School on **Modern Greek Language** and Greek culture
  
- University Wuppertal, Physics Faculty, Wuppertal – D** **1980**
  - **Undergraduate** in **Physics**
  - **Qualification** for university level
  
- Technical Secondary School, Dusseldorf – D** **1978**
  - **Advanced Technical College Certificate**
  
- AEG-Telefunken GmbH, Dusseldorf – D** **1976**
  - **Technician for Radio & TV Techniques**

**Activities**

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- Member of
- **swissVR** | **Schweizer Verwaltungsräte (Swiss Board Members)**
  - **ArMiD** | **Aufsichtsräte Mittelstand in Deutschland (Board Members SME in Germany)**

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<b>German</b>	■ ■ ■ ■ ■
<b>English</b>	■ ■ ■ ■
<b>Modern Greek</b>	■ ■ ■
<b>Italian</b>	■ ■

**Personal**

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<b>Nationality</b>	German
<b>Status</b>	married

**Philosophy**

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*You cannot manage what you don't measure!*