



## Phil Frank

Partner

### About Me

I am a C-level executive and founder with a track record in business leadership, corporate finance, leading M&A transactions, and guiding the restructuring of high-tech operations across global markets. I have deep expertise in the integration of acquired companies, as evidenced by numerous seamless transactions while at Nokia. As a strategic business and financial advisor, I championed capital allocation strategies and spearheaded significant equity and debt raises in secondary markets, including \$22M+ in venture capital for AirSense Wireless and VUI. Additionally, as an entrepreneurial co-founder and growth leader, I executed the successful exits of two technology startups. I am passionate about building high-performing teams and strive to foster a collaborative culture, instill a strong sense of purpose, and ensure clear and actionable feedback that drives innovation and delivers results.

### Career Highlights

My career started in advisory as a founding team member of a venture-backed high-tech strategic advisory boutique that went public, allowing me to grow into a leader in finance, M&A, strategy, and technology advisory. After about a decade in advisory, I made a shift to lead strategic M&A initiatives for AT&T, where I played a pivotal role in spearheading a \$41B all-cash sale to Cingular. I also managed physical due diligence for networking and technology and was subsequently appointed integration officer, serving as a Strategy and Business Development Council member, which was chaired by the CEO. After AT&T, I joined Nokia and assumed increasing levels of responsibility over the course of a decade. As Senior VP of Finance and Corporate Development, I led the acquisition of Motorola networks business, including negotiating and closing the \$1.4B deal over 18 months, resulting in securing Verizon and Sprint as customers. In partnership with the CFO, I divested 13 non-core businesses acquired from Siemens valued at \$1B+. I also completed over 20 acquisitions valued in excess of \$3B in software-defined networking [SDN], network virtualization [NFV], network and data security, self-optimizing networks [SON], small cells, optical networking and routing, and business support systems. Post my Nokia tenure, I was selected by venture investors to serve as CEO of AirSense Wireless, a tech pioneer shaping the future of mobile connectivity with patented ML and AI solutions. I realigned the company for operating success and partnered with the CTO to engage with customers to access market potential, culminating in the tripling of revenue and the sale to a strategic acquirer. My financial expertise was furthered during my tenure at Apollo Global Management, where I provided valuable strategic and operational advisory services to drive numerous high-profile acquisitions and investments. As the CEO, CFO, & Founder at VUI, Inc., a Generative AI startup, I drove the company's growth by securing partnerships with Fortune 100 retailers. I also led to the development of patented AI technology, transforming how consumers interact with online shopping platforms. I was instrumental in scaling the company, securing multiple rounds of venture funding, and ultimately guiding VUI to a strategic acquisition.

### Techquity Solutions

I love building high-performing teams and utilizing my experience to help businesses in this arena. I understand the hiring and development strategies necessary for success, as evidenced by many of my past employees who have followed me to new endeavors. Additionally, I am passionate about guiding companies with the M&A process and helping them integrate teams for sustainable growth. My experience with Apollo Global Management gives me a unique perspective to offer Techquity clients looking to PE as a resource.

### Innovation & Impact

- Spearhead a \$41B all-cash sale of AT&T to Cingular (one of the largest no-debt deals on record)
- Led the acquisition of Motorola networks business, including negotiating and closing the \$1.4B deal over 18 months
- Divested 13 non-core businesses acquired by Nokia from Siemens valued at \$1B+
- Completed over 20 acquisitions for Nokia valued in excess of \$3B
- Founded 3 startups and led 2 successful exits
- Pioneered and patented VUI's breakthrough AI platform

### Why Techquity?

Techquity drew my interest because it is a unique collective of talented professionals who have worked at hyper-scale and were critical to incredibly successful outcomes. You cannot just find that type of experience anywhere, but Techquity has managed to attract this exceptional group of highly accomplished and compassionate tech leaders. I also vibed with Anthony Bay's vision for me in bringing tech guidance to deals, given my PE background and expertise. Techquity is poised to play a board-level role for its clients and be the voice of tech in M&A deals.

Founder and CEO who led Nokia's \$1.4B acquisition of Motorola networks business, spearheaded AT&T's \$41B all-cash sale to Cingular, and pioneered and patented VUI's breakthrough AI platform.



## Experience

### Executive Roles

#### VUI, Inc.

CEO, Founder and Director

#### Minim

CFO, Director and Audit Committee Chair

#### Apollo Global Management

Operating Partner

#### AirSense Wireless

Founder and Director

#### Nokia

Global Head of Corporate Development

Vice President, Sales and Services

Vice President and General Manager

#### AT&T

Executive Director, Strategy and Corporate Development

#### Diamond Management and Technology

Consultants

Senior Principal

### Private

#### OpenCloud Ltd.

Board Member

#### ClariPhy Communications, Inc.

Board Member

#### Zoom Telephonics Inc.

Board Member

#### Minim, Inc.

Board Member

#### AirSense Wireless, Ltd.

Board Member

#### VUI Inc.

Board Member

### Private

Serves on 12 Advisory Boards