



Joining a Startup as a Founding Officer

SENG
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President, octoScope

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- President of octoScope, consulting company focusing on
 - RF and wireless design
 - Network or device architecture
 - Performance verification
 - Product advocacy
- Founder and Chief Technology Officer, Azimuth Systems, leading wireless test platform for Wi-Fi and WiMAX test (10/01 – 10/06)
- R&D Manager, General Manager, Agilent Technologies for the WireScope handheld network certification and monitoring products (10/98 – 10/01)
- BS/EE, BA/CS Columbia University, graduate EE work at MIT

Azimuth Test Platform



Agilent WireScope

My Last VC Venture



- ❑ Azimuth Systems, Inc.
 - Acton, MA
 - www.azimuthsystems.com
 - Raised first round of \$5.8M from Northbridge and Kodiak in August 2002
 - \$30M total VC funding



Azimuth Test Platform

Why Start-up?

- ❑ Fame?
- ❑ Fortune?
- ❑ Life style?
- ❑ Independence?
- ❑ Self-development?



Considerations: Self vs. VC Funding



- ❑ Employee or business owner?
- ❑ Speed of growth
- ❑ Exit strategy
- ❑ Probability of successful exit – VC vs. self

