

## ATTACHMENT D

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# Abhishek Gupta

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Telecom Pioneer to AI Innovator | Co-founder of Circles.Life | Founder of Rockstar Automations

## Professional Summary

Abhishek Gupta is a seasoned entrepreneur, investor, and mentor with a proven track record in building transformative technology companies. As the co-founder of Circles.Life, a unicorn backed by Sequoia, Warburg Pincus, and Founders Fund, he revolutionized the telecom industry by launching the world's first digital telco SaaS platform. Under his leadership, Circles.Life scaled to millions of customers across 15+ markets on 5 continents.

Currently, Abhishek is spearheading the next big shift in the telecom industry through Rockstar Automations in the Bay Area. Prior to his entrepreneurial journey, he worked at Bain Capital, Standard Chartered Private Equity, and McKinsey, advising Fortune 500 companies, optimizing telecom networks, and facilitating strategic acquisitions across Asia.

## Professional Experience

### Founder | Rockstar Automations Ltd | August 2024 – Present | United States

Building Rockstar Automations, the world's first AI-native telecom, leveraging agentic AI to redefine the \$1.5T global wireless industry. Rockstar Automations owns Telco Papa Ltd, through which the company plans to create highly personalized telco brands.

### Co-Founder and Board Member | Circles.Life | Oct 2013 – Present | Singapore

Founded the world's first fully digital telco, Circles.Life, applying a cloud-based SaaS business model to automate telecom systems. Delivered customizable mobile services through an app, achieving rapid growth to become Singapore's fastest-growing telco. Expanded globally to 15+ markets with high customer satisfaction.

### Associate Director | Standard Chartered Private Equity | Jul 2012 – May 2014 | Jakarta

Invested in and mentored early-stage companies in Southeast Asia with a focus on tech and telecom. Guided CXOs on strategy, fund management, and organizational culture.

### Associate | Bain Capital | Jul 2010 – Jul 2012 | Singapore

Led sourcing, execution, and portfolio management in technology and industrials for Asian markets. Completed the largest PE deal in India in 2011.

**Associate & Business Analyst | McKinsey & Company | Mar 2007 – Aug 2010 | Singapore**

Co-founded McKinsey's Private Equity practice in Asia. Advised global PE firms on tech, industrials, and healthcare investments. Developed strategic recommendations through quantitative and qualitative analysis.

**Senior Analyst | Accenture (Business Consulting) | Jun 2005 – Feb 2007 | Singapore**

Advised clients in Singapore, China, and Australia on marketing strategy, sales optimization, and brand development.

**Education**

**Nanyang Technological University (NTU) (2001 - 2005) - Singapore Airlines scholar**  
B.Engg, Electrical and Electronic Engineering with a minor in business

**Skills & Expertise**

- Telecom Innovation & SaaS Platforms
- Venture Capital & Private Equity
- Global Market Expansion
- Strategic Planning & Execution
- Startup Mentoring & Leadership
- Investment Strategy
- Team Building & Culture Development

# Jasmin Young

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Board Director | Ex-CEO | Growth & Turnaround Operator | Investor

## Professional Summary

Jasmin Young is an experienced strategic operations executive. Prior to joining Rockstar as its Chief Commercial Officer, she led an 8x Inc. 5000 award-winning IT Management/AI Operations (AIOps) and Observability firm, Netroo, as its CEO. The company empowered businesses and governmental entities to effectively manage and monitor their cloud, hybrid, and/or on-premises IT resources and applications, whether from the cloud or on-premises.

As a consultant at PwC, Ms. Young advised a wide range of organizations seeking transformational growth and rapid market penetration, achieved through customer experience, innovative technology, product development, strategic partnerships, lead-to-cash transformation, and organizational development.

She was recognized by The Startup Weekly in 2022 and 2021 as one of "Women in Business to Watch," and by the RosettaNet consortium for her significant contributions to interoperability within the high-tech industry (2003, 2008). She is also a social entrepreneur and a certified Project Management Professional (PMP).

## Professional Experience

### **Founding Leader | Rockstar Automations Ltd | August 2024 – Present | United States**

Building Rockstar Automations, the world's first AI-native telecom, leveraging agentic AI to redefine the \$1.5T global wireless industry. Rockstar Automations owns Telco Papa Ltd, through which the company plans to create highly personalized telco brands.

### **Board Director | Salt Investments Limited | Jan 2025 – Present | Remote**

Independent Non-Executive Director at Salt Investments Ltd (SGX: FQ7), a publicly listed, Singapore-based maritime investment holding company. I serve on the Audit, Nominating, and Remuneration Committees, contributing to strategic oversight, new acquisitions, business model evolution, and digital transformation. Salt Investments operates in Singapore, a global maritime hub handling over 41 million TEUs annually.

### **Advisory VP R&D (Interim) | BMC Software | May 2024 – October 2024 | United States**

### **Chief Executive Officer | Netroo | Dec 2019 – October 2024 | United States**

Orchestrated the successful exit of an award-winning smart and secure full-stack observability and AIOps company, monitoring millions of assets daily for diverse industries including federal,

financial, and healthcare. The company garnered 8 "Best Testing/Monitoring" Product of the Year awards and 8 Inc. 5000 distinctions.

Netreo was acquired by KKR-owned BMC Software on May 1, 2024, to strengthen its industry-leading AIOps and Observability platform.

BMC Software is a trusted partner for 86% of the Forbes Global 50 and 10 of the world's largest financial institutions, with over 6,000 professionals in 40 countries.

### **Business Model Transformation Leader | PwC | Dec 2010 – Dec 2019 | United States**

Transformed cloud/SaaS business models for diverse industries (software, hardware, healthcare, government, energy, financial services), identifying growth in emerging technologies (cloud, IoT, blockchain). Optimized shareholder value by rationalizing portfolio mix and launching new subscription services, pricing, sales, quote-to-cash, and culture. Established PwC's Cloud Center of Excellence and managed strategic partnerships with major cloud providers, incl. PwC and AWS.

### **VP, Solutions / Strategy and Marketing | Cordys | Sep 2008 – Sep 2010 | United States**

Drove strategic solutions marketing for the industry's fastest growing business process innovation and enterprise cloud orchestration provider. Identify segment market opportunities to leverage Cordys' onPremises and onDemand technology for business growth innovation. Galvanized industry mindshare and generate demand in telecommunications, financial, manufacturing, transportation, online and public sectors.

### **Leadership Roles | Software and Technology Ventures | 2002 – 2008 | United States**

Held senior leadership and entrepreneurial positions across multiple software and technology companies, driving growth, global expansion, and industry innovation in supply chain, B2B process integration, and emerging Auto-ID/RFID technologies.

- **Strategic Growth & Operations:** Launched US operations for a B2B supply chain software provider, exceeding revenue targets by 1.5x, securing global accounts, and building industry partnerships. Managed P&L and served as a core management team member and shareholder (GridNode – acquired by Crimson Logic).
- **Industry Standards & Ecosystem Development:** Led strategic consulting to develop software solutions for global supply chain processes. Collaborated with industry consortia (RFID, EPCglobal, GS1, RosettaNet, CIDX) to advance standards (InSync Software).
- **Program Leadership:** On-loan Program Director at **RosettaNet**, led initiatives to align supply chain and technology processes across 500+ multinational corporations in IT, electronics, semiconductors, and telecoms.

- **Entrepreneurship:** Co-founded **Can-care Lifetex**, an award-winning lingerie line for breast cancer survivors, expanding distribution across U.S., EMEA, and Latin America through American Breast Care.

## **Education**

### **University of Southern California**

- *Doctor of Education (EdD), Organizational Change & Leadership (2024)*

### **University of California, Berkeley – Haas School of Business**

- *MBA, Strategy, Innovation & Marketing (2009) – President, Haas Evening & Weekend MBA Association; Graduate Student Instructor; Haas-Nokia Business Plan Competition (Winner).*
- *Executive Development, Corporate Directors Enterprise Program (2008) – ISS Certificate in Effective Corporate Governance.*

### **National University of Singapore**

- *B.Soc.Sci (Hons), Political Science – Publication: Women’s Political Voice in ASEAN (1997).*
- *B.A. (Merit), European Studies – Certificate in German (Goethe Institute).*