

4GM Team – Bios and Experience

4GM has assembled a highly qualified and proven team to help you deliver your enterprise goals and objectives. The management and process strength of the team includes broad knowledge of Business Management Systems (all the way from Product Concept to Sales and post-sales support: Opportunity Assessment, Product Realization Processes, New Product Introduction, Engineering, Business Operations, Enterprise Resource Planning, Supply Chain, Operations Excellence, Logistics, Customer Service, Field Technical Service, Warranty and Repair. We have acquired and honed these skills through our experience in Telecommunications, Semiconductors, Mission Critical Power Systems, Electronics Design and Manufacturing, Operations Management, Renewable Energy Deployment, and Clean Energy including Hydrogen.

Moe Maghami

Mr. Maghami, Managing Partner at 4GM Capital, is a 35+ year technology/operations veteran holding numerous functional and executive positions at Bell Laboratories/AT&T Technologies including business unit head of the world's leading supplier of power epitaxial technology (silicon power semiconductors), General Manager of a \$120M power electronics factory with 2,000+ employees in Mexico, and Leader of a 33-person power system product development team with 110 projects.

A highly accomplished hands-on leader with significant domestic and international experience in the following;

- Business Operations Turnaround
- Supply Chain & Operations
- Sourcing & Right Shoring
- Due Diligence
- Lived & worked in Mexico, India, China
- Global Integration & Expansion

Following his entrepreneurial spirit, Mr. Maghami started his own company in 2001 to capitalize on his experience and global reputation to help high-tech start-ups setup Business Management Systems, supply chains and manufacturing infrastructure to drive new product development from conceptual design to volume production. Some of Moe's notable clients are;

1. Structel International, where he managed installation of turnkey telecom wireless towers
2. Valere Power, where he was a key player in preparing the initial business plan, set up the Customer Service and Valere Operations in China/India
3. Eltek where after their acquisition of Valere Power, Mr. Maghami was assigned to integrate the Valere China India and Singapore operations into Eltek's Global infrastructure.

During this time he innovated a systematic approach to implementing global supply chains called TLCO: "Total Landed Cost of Ownership", consisting of Analysis, Implementation, Prevention and Continuous Monitoring phases.

Mr. Maghami also started EnTouch Controls in 2009 (An Energy Management Company) with some colleagues from Bell Labs. In 2014, he turned over daily management of EnTouch Controls to the other founders and started 4GM Capital while still maintaining founder's shares in EnTouch Controls.

Mr. Maghami has a Master of Science degree in Chemical Engineering, with a focus on Semiconductor Processing & Fabrication, from the University of Arkansas where he graduated with honors, and an Executive MBA from the Cox School of Business at Southern Methodist University. Since the summer of 2014, he has also been an active member of "Strategy/Leadership Supply Chain/Operations" Team at the Stanford University Graduate School of Business.

Al Cioffi

Mr. Cioffi has over 40 years of management and executive leadership experience in telecommunications, reliable power, reserve energy, and alternative energy industries. He has broad managerial and leadership background with specific skills in the following:

- Developing and implementing strategically linked product, service, sales, and operational plans
- Developing effective customer relationships and building trust with the customer base
- Creating operating policies that drive continued growth and industry leading top and bottom-line results
- Building solid teamwork across functional organizations
- Creating a vision that energizes and invigorates people to excel and execute

He most recently spent 7 years at Plug Power working to advance the commercialization and innovation of hydrogen fuel cells, fueling infrastructure, and green hydrogen production technologies and equipment. He conceived of and led the development and successful deployment of the industry's first liquid hydrogen portable fueling system, as well as launching a standardized large capacity fleet fueling station. Developed several green hydrogen production sites in Georgia, Texas, California, and Pennsylvania, encompassing land, water, renewable electricity, tax abatement, environmental, and community outreach. Led early commercialization and value studies on medium and heavy-duty fuel cell electric vehicles and fuel cell based stationary generators.

He started his career in 1980 at AT&T Bell Laboratories. Throughout the following years, he held numerous engineering, operations, product management, marketing, and customer advocacy roles. He has experience at large multi-nationals such as Lucent, Marconi, Eltek, and General Electric, as well as start-up and turn-around experience at Valere Power, PECO II, and Unipower. During this time Mr. Cioffi adapted, refined, and codified many disparate product development, product management, and product lifecycle practices into a definitive Product Lifecycle Management process that has been successfully deployed at numerous business enterprises.

Mr. Cioffi holds seven patents and has published numerous articles and conference papers. He holds a BSEE from Manhattan College, an MSEE from Polytechnic Institute of NY, and has studied business and finance at the University of Pennsylvania's Wharton School of Business