

Mike Pascoe

Executive Advisor



With over 40 years of experience leading technology firms, Mike has a diverse set of technical, management and financial skills shaped by his management roles in a variety of companies and locations.

As President of Newbridge Networks Inc (US Subsidiary) he participated on the Executive Operating Committee responsible for one of Canada's top technology success stories from start-up to major public company.

That led to several technology company CEO roles, both private and public, in California and Canada, with M&A activities both as buyer and seller including the sale of PairGain Technologies for \$3.2B (10X revenues).

Summary of experiences:

Large Public Companies:

- Northern Telecom: Design Engineer (BNR), Product Management
- Mitel Corporation: Sales and Marketing Management
- Rockwell International: GM of Wescom Canada Division
- Newbridge Networks Inc (US Division): President
- PairGain Technologies: CEO/President

Small Start-Ups:

- Meriton Networks (Optical Networks): CEO/President
- Magor Corporation (Video Conf) – CEO/President

Consulting/Advisory Services:

- Stratford Managers
- Independent

Recent engagements:

- CEO advisory activities that include participation in weekly/bi-weekly management meetings as well as individual coaching of managers to help them develop.
- Participation in Strategic and Tactical Plans.
- M&A Due Diligence and integration.
- Interim President role, post M&A to assist the acquiring team while the full-time President was identified. This included assisting in onboarding the selected President to accelerate his effectiveness.

*The Trillion Dollar Coach: Alan Eagle, Eric Schmidt and Jonathon Rosenberg

Experience (good and bad) has taught him the risks of being too optimistic and committed to a plan without the value of independent and objective analysis.

His current CEO advisory role is directed towards bringing this objective view to others to help ensure they make the best decisions possible and create the team environment most likely to succeed.

Education:

BASc (EE), University of Waterloo