STEVEN J. CALIGURI

BOARD DIRECTOR • TECHNOLOGY & ENTERPRISE SOFTWARE EXECUTIVE

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BOARD & EXECUTIVE PROFILE

Corporate director, founder and operating executive with 25+ years of leadership in strategic acquisitions, profitable exits, technology commercialization, international governance and enterprise SaaS. Orchestrated the acquisition, relaunch and profitable sale of a Chilean wireless business; led development and commercial positioning of a CDMA infrastructure product group subsequently acquired by Ericsson. Currently Founder, Director & Acting COO at Blue Sage Software and Founder & Vice President, Strategy and Business Development at PHY Wireless. Experienced in AWS/private-data-center SaaS operations and AI-enabled product innovation.

BOARD VALUE PROPOSITION

M&A and profitable exits • International board governance • Technology commercialization and IP monetization • SaaS and AI transformation • Capital allocation • Operating risk and value creation

SELECTED STRATEGIC TRANSACTIONS & VALUE CREATION

CHILESAT PCS / SMARTCOM — Acquisition, Relaunch & Profitable Exit

As a Chilesat PCS director, orchestrated its 100% acquisition by Leap Wireless; architected and directed the Smartcom brand relaunch. Personally participated in negotiations for the subsequent profitable sale and executed the final transaction handoff.

QUALCOMM CDMA INFRASTRUCTURE — Strategic Acquisition by Ericsson

Led product management and directed product development and commercial activities that positioned the CDMA infrastructure product group for its subsequent acquisition by Ericsson.

CURRENT LEADERSHIP

BLUE SAGE SOFTWARE — Founder, Director & Acting Chief Operating Officer | Apr 2013–Present

Board governance and current operating leadership for an automotive aftermarket ERP software business. Involved in operational transformation, M&A integration, recurring SaaS revenue initiatives and service delivery using AWS alongside a private data center. Spearheaded AI-assisted software development and defined key capabilities for an AI-powered business intelligence agent for the Pacesetter Plus application.

PHY WIRELESS — Founder & Vice President, Strategy and Business Development | Oct 2019–Present

Leads strategic business development and commercialization for cellular positioning technology serving IoT and wireless markets; develops industry partnerships and supports 3GPP standards activity. Spearheaded use of AI-assisted software development.

SELECTED CORPORATE BOARD EXPERIENCE

BLUE SAGE SOFTWARE — Founder & Director | 2013–Present

Enterprise software governance and operating oversight; currently also Acting COO.

FREEDOM GRILL, INC. — Founder & Chairman | 2002–2010

Founder and board chair of a consumer-products company.

LEAP SPECTRUM II — Director | 2002–2005

Corporate board service in the wireless sector.

SMARTCOM PCS / CHILESAT PCS, CHILE — Director | 1998–2001

Board director of Chilesat PCS; orchestrated its 100% acquisition by Leap Wireless, led the Smartcom commercial relaunch and participated directly in sale negotiations and final handoff.

OZCOMM PTY LTD, AUSTRALIA — Director | 1999–2001

International wireless-sector board service.

PRIOR EXECUTIVE EXPERIENCE

ACORN TECHNOLOGIES, INC. — Vice President | Jan 2003–Oct 2019

Developed an intellectual property transaction business associated with more than $100 million in additional revenue for Fortune 100 companies, as described on LinkedIn. Built early revenue from zero to $500,000 in less than two years. Experience in technology licensing, commercial partnerships and growth strategy.

LEAP WIRELESS / CRICKET COMMUNICATIONS — Vice President, Product Development / International Operations | 1998–2002

Orchestrated Leap Wireless's 100% takeover of Chilesat PCS; architected and directed its relaunch as Smartcom. Personally participated in negotiations and execution of the subsequent profitable sale. Led international operations and product development; held corporate board positions in Chile and Australia.

QUALCOMM — Senior Director | 1995–1998

Led product management for the CDMA infrastructure product group, directing development and commercial activities that positioned the business for its subsequent acquisition by Ericsson. Oversaw approximately $10 million in departmental budget and more than $100 million in development budget; expanded the product management team from three to over 30.

STEINBRECHER CORPORATION — Director, System Engineering | 1988–1994

Established an approximately 20-person engineering department with a budget exceeding $4 million; launched the company's first commercial product, the CDPD MDBS (DataCell).

RAYTHEON CORPORATION — Senior Engineer | 1986–1989

Designed components and subsystems and supported transitions to manufacturing; previously held Secret and NATO clearances.

ADDITIONAL GOVERNANCE

The Heights HOA — Director (2019–Present) • The Heritage HOA — Director / Chairman (2008–2017)

EDUCATION

Northeastern University — M.S., Electrical Engineering (1985–1988)
Boston College — B.S., Physics (1980–1984)

SPECIALTIES

Enterprise SaaS and automotive aftermarket ERP • Cloud-based service operations (AWS / private data center) • AI-enabled software development and business intelligence • Wireless and cellular IoT • 3GPP standards • Patent and IP commercialization • Cross-border leadership

BOARD INTERESTS

Compensated independent director and board advisor roles in private-equity-backed and public technology businesses, including software, IoT, telecommunications, IP-centric platforms and technology-enabled services.