



## **Leadership**

### **Terrence DeFranco**

**President and Chief Executive Officer of Iota Communications, Inc.  
Intelligent Buildings Council Chair**

Terrence DeFranco is President and Chief Executive Officer of Iota Communications, Inc. Previously he was the CEO of IotaComm's predecessor company, Solbright Group, Inc. His background is primarily in the area of corporate finance, management, strategic marketing and the capital markets. Prior to his corporate management career, Mr. DeFranco worked for several Wall Street investment banks, including UBS and Baird, Patrick and Co., Inc. He has been an active principal investor, senior manager and advisor to many early-stage companies and has extensive experience in dealing with issues related to the management, finance, operations and corporate development of middle market public and private companies. Mr. DeFranco is a graduate of the University of North Carolina at Chapel Hill with a BA in Economics and currently serves on other corporate and non-profit boards and committees.

### **Bob Allan**

**Intelligent Building Market Manager, The Siemon Company  
Intelligent Buildings Council Vice-Chair**

Bob Allan, LEED Green Associate, is the Intelligent Building Market Manager for The Siemon Company, headquartered in Watertown, CT. Allan supports the North American sales team to educate its current and potential customers on the ConvergeIT Intelligent Building cabling solution: a single converged, IP based structured cabling system to connect and integrate multiple building systems. Mr. Allan has over 15 years in the IT industry and worked at Honeywell Building Solutions from 2010 to 2013 helping customers optimize and integrate their buildings.

**Harsha Chandrashekar****Intelligent Buildings Council Vice-Chair**

Harsha Chandrashekar has held numerous leadership roles within the connected building technologies sector, with 20+ years of international experience in directing multi-skilled global teams to deliver complex, multidisciplinary projects on time. Over the past decade, he has worked in new product development, risk management & regulatory affairs, technology strategy, smart buildings, strategic marketing & product management. Mr. Chandrashekar is always up to the challenge of finding creative solutions to customer problems.

**Terrence DeFranco****Intelligent Buildings Council Vice-Chair**

Terrence DeFranco is President and Chief Financial Officer of Iota Communications, Inc. Prior to Solbright's merger with Iota, he served as the CEO of Solbright Group, Inc. from 2013 to 2018. In the past he served as CEO of Edentify, Inc. His background is primarily in the area of corporate finance, management and capital raising, previously serving as head of investment banking for Baird, Patrick & Co., Inc. and head of investment banking and founding partner of Burlington Securities Corp. He began his career on Wall Street in 1991 with UBS. He has been an active principal investor, senior manager and advisor to many early-stage companies and has extensive experience in dealing with issues related to the management, finance, operations and corporate development of startup and middle market public and private companies. Terrence is a graduate of the University of North Carolina at Chapel Hill with a BA in Economics and currently serves on other corporate and non-profit boards and committees.

**Robert Lane****Principal, Robert H. Lane & Associates Inc.****Intelligent Buildings Council Vice-Chair**

Robert Lane is a consummate entrepreneur with over 40 years' experience involved with senior management roles involving electrical and electronic manufacturing and product development. He has international experience in telecommunications, computers and mining activities. Past positions included VP, International at NORTEL and CEO at Commodore Business Machines. He currently serves on many boards of directors and advises numerous start-up companies.