

ORBCOMM, a GI Partners' Portfolio Company and Provider of Asset Tracking and Monitoring Solutions, Welcomes Fran Bogle as Chief Revenue Officer

San Francisco, CA — November 23, 2021 Renovata & Company was retained by the board of ORBCOMM (owned by GI Partners) as it was taken private—with a search mandate to find a new go-to-market (GTM) leader. As a result, Fran Bogle has been placed as chief revenue officer of ORBCOMM, a global provider of machine-to-machine (M2M) and internet-of-things (IoT) technology for the transportation, heavy equipment, marine, oil and gas, and public sectors.

Through a blend of hardware/software/connectivity solutions, ORBCOMM helps enterprise customers and governments track and monitor their physical assets while making decisions in real-time. This includes optimizing asset use, improving driver safety/productivity, ensuring compliance, preventing loss, monitoring fuel costs, enabling preventative maintenance, tracking engine hours, monitoring temperatures of cargo, and improving supply chain visibility. The company has 1,000+ enterprise customers and 2.2M subscribers, and operates from 15 offices around the globe.

"Fran brings a wealth of commercial experience. He has built high-performing teams spanning large enterprise through to SMB and has a sophisticated understanding of sales best practices," says Simon Francis, Renovata & Company partner. "At Dell, he grew US acquisitions business unit sales by 40-50% per year. He oversaw 450 pure sales 'hunters' as well as inside sales, account managers and marketers. He understands direct and strong channel relationships. Given his depth in enterprise hardware and managed services, Fran brings a relevant skillset to ORBCOMM."

Prior to joining ORBCOMM, Bogle spent nearly 16 years at Dell Technologies in leadership positions, most recently as senior vice president and general manager, US acquisitions. Other roles at Dell included vice president of North America commercial, East Atlantic; area vice president of education, government and healthcare sales; and regional sales director of education and government. Earlier in his career he was an account executive at PTC, and a regional sales manager for Tek Systems.

This appointment highlights Renovata & Company's depth and expertise as a search firm and advisor to the leading private- and growth equity-backed digital, SaaS, IoT companies, their boards, and investors across the US and Europe.

About Renovata & Company

Renovata & Company is a global executive search and private equity advisory firm. We are trusted by financial sponsors, their portfolio companies and public corporations to deliver transformational leaders and valuable investment insights. Renovata & Company's executive search activities are focused on the most complex search assignments—board-level mandates which include board directors, CEOs, CFOs and other C-suite executives, as well as investment professionals and Operating Partners—and we provide strategic counsel to clients across the technology, digital, business services, industrial, consumer and retail sectors. Renovata & Company has relationships with over 50 of the top 100 private and growth equity firms globally. Our private equity advisory services include diligence support, backable executive introductions and deal sourcing delivered by our affiliate, L Capital Advisors. We also make equity co-investments alongside our private equity clients through our investment affiliate, L Capital. We are privately held and operate from five offices across two continents: Boston, Hamburg, London, New York and San Francisco. www.renovata.com

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