

Marco Capriz is currently consulting for the Defence, Aerospace and Telecoms industry through his company Pacific Syncom, based in Hong Kong and Bangkok. His primary focus is to search and establish agents and distributors for hi-tech companies who wish to open markets in Asia.

Mr. Capriz is a specialist in large and complex sales management projects, specializing in government sales in the areas of telecoms and defence electronics. In his current role for Pacific Syncom, and previously for Finmeccanica, Mr. Capriz has been focusing on the areas of critical national infrastructure security, border surveillance, satellite imaging, and network centric battlespace management, and is the author of several papers on these subjects.

Prior to establishing his consulting firm, Mr. Capriz was working as a Director of Business Development for Finmeccanica, a \$20 billion European defense and aerospace industrial group. Mr. Capriz managed the interests of the group in South East Asia. He joined the company from Marconi Selenia (now Selex Communications), one of Finmeccanica's operating companies. Marconi Selenia was the defense communications business unit of Marconi Communications that was sold to Finmeccanica in 2002. Mr. Capriz worked for Marconi Selenia as a business development consultant.

Before joining Marconi Selenia, Mr. Capriz was the Chief Technical Officer for Marconi Asia Pacific. He managed a team of consultants and engineers that provided technical support to all of Marconi Asia Pacific sales and support operation in the region. Marconi Communications is a supplier of advanced Photonics and DWDM systems as well as broadband networking and access solutions.

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