

KEVIN L. PASSARELLO
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Career Highlights

- Serial entrepreneur with proven global operations and management record since 1999, and sophisticated legal experience since 1986.
- C-level co-founder of 3 venture-backed technology companies with successful exits.
- Co-founder of a \$60 million private equity small-/mid-cap buyout fund with over \$500 million in M&A transactions.
- Raised capital from preeminent funds domestically and abroad, including Sequoia Capital, Hg Capital, and L Catterton, as well as from Microsoft and other corporate partners.
- Hands-on international business experience, including Belgium, Canada, China, France, Germany, India, Ireland, Italy, Japan, Mexico, Netherlands, Singapore, Sweden, Switzerland, and UK.
- Expertise encompasses emerging companies and technology transactions; venture capital and private equity; autonomous “things”; technology transfer; mergers and acquisitions; legislative and regulatory affairs; and intellectual property and licensing.

Professional Experience

- 3/2018 – Present** **Director, Office of Translational Research and Development**—University of Virginia Biocomplexity Institute (Charlottesville, VA and Arlington, VA), a leading academic research institute that integrates disciplines—from molecular science to policy analysis—to address pressing challenges to human health, habitat, and well-being, and uses extreme scale computing and advanced analytical methods to explain and predict the behavior of massively interacting systems.
- 11/2016 – Present** **Of Counsel (since 3/2018)/Shareholder**—Buchanan Ingersoll & Rooney PC (Washington, DC).
- 1/2015 – 8/2021** **Co-Founder and CEO**—Adult Medical Predictive Devices, Diagnostics and Displays, Inc. (Charlottesville, VA), a SaaS data analytics and visualization company whose *CoMET*® platform leverages continuous monitoring and other health-care data in 300+ models to predict, and enable early intervention in, potentially catastrophic sub-acute medical conditions and events across the whole hospital. Sold to Nihon Kohden, a Japan-based global healthcare technology company, in July 2021.
- 1/2011 – 11/2016** **Co-Founder, President, General Counsel, and EVP Business Development**—Pong Research Corporation/Antenna79, Inc. (Encinitas, CA), an investment of Bedford Falls Capital LLC in June 2010, that holds 10 invention patents for passive coupling antennas and complementary case designs that enable portable wireless devices to interact optimally with both wireless networks and users. Sold to L Catterton, the leading consumer-focused private equity fund with \$30 billion under management, in June 2011.
- 3/2006 – Present** **Co-Founder and Partner**—Bedford Falls Capital LLC (Middleburg, VA), a \$60 million private equity management and advisory firm with over \$500 million in M&A transactions. Fund fully-invested and monetized but retains one active investment in a \$100 million manufacturing company.
- 6/1999 – 10/2005** **Co-Founder, COO, and General Counsel**—TRADOS Incorporated (Sunnyvale, CA), the market leader in globalization management software, with 150 employees in 10 worldwide offices. Backed by Microsoft Corporation, Sequoia Capital, and Hg Capital. Sold in \$60 million cash transaction in July 2005 to SDL plc (LS: SDL).
- 3/98 – 6/99** **Senior Counsel/International**—Norton Rose Fulbright (formerly Fulbright & Jaworski, LLP) (Washington, DC).
- 7/94 – 3/98** **Partner**—Santone & Passarello, LLP (Pittsburgh).
- 7/89 – 7/94** **Counsel/Partner**—Cindrich & Titus (Pittsburgh).

6/87 – 7/89

Associate—Buchanan Ingersoll, P.C. (Pittsburgh).

6/86 – 6/87

Judicial Clerk—Law Clerk to the (Late) Honorable Carol Los Mansmann, US Court of Appeals for the Third Circuit.

Education

Georgetown University Law Center, J.D., May 1986, *cum laude*

Saint Vincent College, B.A. (*valedictorian*), Philosophy and Ancient Languages, May 1983, *summa cum laude*

Professional Activities

- Regular contributor at international industry forums and panels on technology and entrepreneurship.
- Extensive not-for-profit experience, including organization, governance, and fund-raising.
- Boards of Directors—Northern Contours Inc. (Minneapolis, MN); Saint Vincent College, Latrobe, PA (Executive Committee and Chair of Academic Affairs Committee); The Windy Hill Development Company, Middleburg, VA (President) (built over 300 affordable “workforce” and elderly housing units throughout northern Virginia); and various for-profit private companies.
- Former Entrepreneur-in-Residence at both University of Virginia and Virginia Tech.