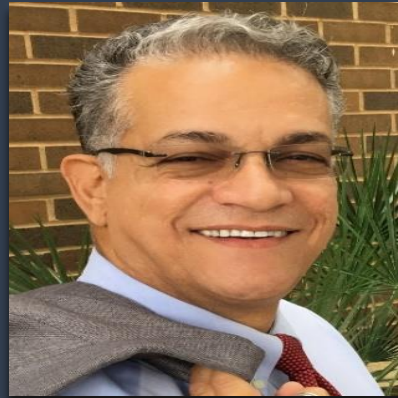


# Pedro Correa



Mr. Correa has 25 years of IT International Business Development and Service Delivery Leadership experience in the Americas, including CTO and Sales Director roles. Currently heads Process Automation and IoT at RedHook Consulting.

Mr. Correa began his IT career modeling acoustic phenomena in Fortran 77 as a Geophysicist. Then moved into business roles at IBM, Texas Instruments and EDS. As LATAM CTO at EDS, led staff of 680 professionals, organizing/enabling units into capabilities (Java/.NET, PMP, BI, TQA) which brought CoE status for the region and new global revenue streams.

As an entrepreneur, Mr. Correa opened and led a TQA Consulting Co, automating testing, change management and BI practices in banks and financial organizations, including as DevOps auditor for the United Nations SCRUM projects in Brazil. After training in Behavioral Economics and Economic Psychology, he updated his TQA approach with change architecture, nudging, cognitive assessment and data ethics concepts to address AI, machine-learning and digital transformation efforts.

Over most of his career, he worked as a tools' SME, leading their implementation and the resulting organizational change. Focus has been in multi-cultural and geographically-distributed offshore markets, training pre-sales, sales and delivery teams throughout LATAM. Trilingual tool enablement included those by TIBCO, BMC, OpenText and Papyrus Software.

Recently, as Sr. Regional Business Development Manager at Papyrus Software, he architected solutions and close large corporate accounts (ex: Dow Jones) leading the US office to a consecutive sequence of 3 World Cup Awards among 14 other offices worldwide. Papyrus Software offers a AI and ml-driven low-code process and communications platform.

## Education and Achievements

- Mr. Correa received his B.S. in Earth Sciences (Geophysics and Structural Geology) from University of Tulsa, OK
- MBA in e-Business from School of Economics at Fundacao Getulio Vargas (Won Best eBusiness Website Award)
- Reversed all metrics taking GM/GMAC's grade from RED into GREEN, obtaining "Key Employee" status at EDS
- Named "Spokesperson" for the program "Quality Management for the Americas" MIT Sloan Business School
- Obtained the "Silver Achievement Award" from Sterling Software and Texas Instruments Inc.
- Twice Nominee to Smithsonian Institute of America's Best IT Solution Award (vetted at the White House)
- "Star Performer" at Texas Instruments for over-achievement in Regional Sales & Marketing (LATAM)
- Won IBM Awards for MMSS/ASCA risk management methodology and 6-Sigma Implementation