

Sri Divakaruni **Senior Director, Innovation Business Development**



Biographical Profile

Sri Divakaruni is Senior Director, Innovation Business Development (IBD) at United Technologies Corporation. IBD was formed as a corporate function in 2012 to leverage and monetize UTC's vast portfolio of technology and intellectual property (IP) into non-core markets and to develop business innovations for core markets. As Senior Director, Divakaruni engages with senior executives across UTC business units, technology companies and financial firms – including venture capital and private equity – to identify potential customers, develop business models and financial frameworks, and negotiate deals that include IP licensing or sale, third party incubation, and technology development partnerships.

Since 2012, Divakaruni and the IBD team have successfully closed several deals that provide significant financial value to UTC. Examples of deals led by Divakaruni include licensing UTRC's flow battery technology to Vionx Energy and advanced composite material tank technology for compressed natural gas vehicles market to ANGP Inc; licensing UTAS's short wave infra-red (SWIR) technology for applications into non-core markets; and licensing P&W's high-strength aluminum alloy for automotive applications.

Prior to joining UTC in August 2012, Divakaruni spent 24 years with IBM in executive and technical management roles across the company's hardware, software and services businesses and with IBM Research. His final four years at IBM were with IBM's Corporate Technology and IP licensing team, which generates more than a billion dollars of IP income annually. He also led the Aerospace & Defense practice for IBM's Global Engineering Services (GES) team as well as the Microelectronics team responsible for developing an advanced embedded memory technology extensively used today in IBM's supercomputers (BlueGene) and in advanced telecommunications router/switch technology.

The lead inventor on three U.S. patents, Divakaruni is a member of IEEE and Licensing Executives Society (LES) and has been a speaker/panelist on IP monetization strategies at LES, Association for Corporate Counsel (ACC), IP software forums and the IP Institute. He earned an M.S. in electrical engineering from Rensselaer Polytechnic Institute, Troy, New York, and a Bachelor of Science degree in materials/metallurgical engineering from the Indian Institute of Technology, Madras, India. He also holds a "Major Deal Maker" certification from the University of Pennsylvania's Wharton School, Philadelphia.