



# XCEO Toner

April 6, 2016

11.1.3

[www.xceo.net](http://www.xceo.net)



## Once Again XCEO Delivers: Former CTO Adds Market Perspective to the Board

XCEO, the premier governance and leadership partner for boards of directors and executives, successfully placed a director candidate with a strong manufacturing, strategic and technology background from a Midwestern, Fortune 50 Company on the board of a large sensor technology company through its proprietary search process.

Board nivel™ is XCEO's one-of-a-kind, data-driven, personalized, four-step approach that respects both the board and the candidates being considered. XCEO identifies valuable individuals who complement and enhance the board's existing skills, experiences and attributes, and sets the selected candidate up for future success. Each board has unique needs, which necessitate a unique search.

XCEO concluded a search for a client in the technology space, specifically focused on hardware and sensors. This search involved participation from the entire XCEO team and was extensive because of the number of qualified, available and interested candidates the board considered. XCEO was able to accommodate several search description changes because the candidate specification, while detailed, provided XCEO with an opportunity to search for top technologists within several markets including white goods, hardware, software, automotive, telecommunication and personal computing.

Finding a specialist proved to be a challenge because the volume of top-quality candidates was multiplied and required significant vetting and strategic focus. Ultimately, the board elected the new director whose background will be instrumental in providing guidance, counsel and oversight in regard to the company's advancing focus in a relatively new, critical consumer market.

The President and CEO of XCEO, Dr. Curtis J. Crawford said, "because this board invested significantly in developing a thoughtful succession plan prior to beginning the actual search, it was nimble and quick to recognize and react to the skills, experiences and attributes that are critical to this aspect of its business. Through our comprehensive process, and because of the board's openness to experienced candidates in a wider variety of industries than you might typically expect, we were able to deliver a candidate that will help the board move forward in its quest to advance its products into new markets."

Corporate Office  
2880 Lakeside Drive  
Suite 253  
Santa Clara, CA 95054  
Phone: 408.855.0000  
Fax: 408.855.0004

Chicago Area Office  
1415 W. 22<sup>nd</sup> St.  
Tower Floor  
Oak Brook, IL 60523  
Phone: 630.684.2222  
Fax: 630.681.2299

Media Contact:  
Michelle Ronco  
michelle@xceo.net

## About XCEO Inc. (<http://www.xceo.net>)

XCEO Inc. partners with corporate and public sector boards and directors to fulfill all of their governance needs, including individual director development, board recruiting and on-boarding services, automated performance assessments and a secure board portal for increased efficiency, communication and collaboration. XCEO also partners with senior executives on personal leadership, entrepreneurial initiatives, professional advancement strategies and board positioning. Founded in 2003, XCEO serves clients ranging from Silicon Valley start-ups to Fortune 500 companies.

© XCEO, Inc. 2016. All rights reserved. You may re-use this document/publication free of charge in this format for research, private study or internal circulation within an organization. You must re-use it accurately and not use it in a misleading context. The material must be acknowledged as XCEO, Inc. copyright and you must give the title of the source document/publication. Where we have identified any third party copyright material you will need to obtain permission from the copyright holders concerned.

This document/publication is also available at, [http://www.xceo.net/news/ink\\_toner.cfm](http://www.xceo.net/news/ink_toner.cfm). For any other use of this material please contact us at [info@xceo.net](mailto:info@xceo.net).

