

**RESUME****PERSONAL INFORMATION**

**Name** Luca Maria Tonelli

**Nationality** Italian

**Education** High School Diploma - 1982  
*I.T.I.S. Luigi Galvani - Milan.*  
Graduated in Electronic Engineering - 1991  
*Politecnico di Milano.*  
Certificate to practise the profession of Engineer - 1991  
*Politecnico di Milano.*

**Research Fellowship** October 1989 - 1991  
*Digital Equipment Corporation.*

**Languages** Italian - native  
English - professional  
French - professional

PROFESSIONAL EXPERIENCE
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**October 2006 - Present - LMT Europe S.r.l.**Founder and CEO

It is a Research and Development, Design and Business Services company strongly oriented towards technological innovation and the organization of processes. The company collaborates with a team of senior managers and university professors with international experience gained in major high-tech companies and universities around the world. The core business and the main markets are: **Railway Industry, Automotive Industry, Electronics and Software Development, Intelligent Transportation System, Green Energy / Smart Grid and IoT** (Internet of Things).

**January 2005 - September 2006 - LCT Infotelematics S.r.l.**

Spin-off of the Telematics Business Unit of Prototipo S.p.A. group to which was added a shareholding structure (**Torino Wireless investment fund and two FIAT top managers**). The company is on the international market as a new player that aims to be relevant in the market of telematics, infotainment, GPS navigation and wireless technologies through an exclusive range of products named **Pocket Driver**.

Founder and CEO

The goal of the spin-off was to create a market-oriented company with a very flexible organizational structure and completely focused on the core business. The strategic partnerships, to address the different markets, include *HP, Microsoft, FIAT Research Center (CRF), ST Microelectronics, Mario Boella Higher Institute and Politecnico di Torino*.

In order to effectively address the European market (and later the American one) I activated the project for the listing of the company on the **London Stock Exchange** and in particular on the AIM market.

**June 2003 - December 2004 - Prototipo S.p.A.**

Prototipo S.p.A. is a company that has been operating since 1991 in the market of vehicle and vehicle components testing, design and prototyping. Prototipo owns also the Proving Ground in Nardò (Lecce, IT).

Telematics and Automation Business Unit Director

The Telematics and Automation Business Unit took part in the UCLA GAP program 2004 (University of California, Los Angeles) with an international expansion project which has been sponsored by a pool of international investors. The GAP (Global Access Program) project, organized by the UCLA Anderson School of Management, selects a very limited number of companies around the world every year. The selected companies are invited to participate to the MBA course, which ends with the creation of an international business plan. The plan is then presented to many leading investors from all over the world. The success of this important initiative has strongly contributed to the realization of the spin-off project which then led to the birth of LCT Infotelematics.

I reported directly to the CEO.

**May 1995 - May 2003 - Magneti Marelli S.p.A. Electronic Systems Division (FIAT Group)**

International development, design and production of electronic systems and components for vehicles.

December 1999 - May 2003Development and Innovation Director

The aim of this department was to define and develop the components (hardware, software, mechanical and optical elements, etc.) to produce *telematic products, body computers* and *dashboards* requested by car makers. The other fundamental goal was to develop new businesses related to emerging technologies applied to the automotive context.

I reported to the General Manager and worked with a team of about 80 people located mainly in Paris and Venaria Reale (Torino, IT).

April 1998 - November 1999

Head of the Design Methods Department (R&D Department)

It is a complex international R&D Department (located mainly in Europe and South America) of about 600 people who are involved in the design and integration of the products of the Division.

I reported to the R&D Manager and I was a member of the Division's Management Committee.

July 1996 - March 1998

Head of the Target Cost/Target Profit Management System Function

I participated to the introduction in Magneti Marelli of a new *costing system methodology* that is still very innovative and product oriented. The operation was carried out following the techniques and methods of Professor Kato (Kobe University - Japan) and his team.

For this assignment I worked in the Paris headquarters.

In this context, I have had the opportunity to work in contact with other companies that operate with these advanced techniques (for example, *Sony, TDK, Toyota, Honda, Isuzu* and *NEC*).

This international experience has allowed me to know in detail all the aspects of a complex business reality such as that of the FIAT Group and to analyze the problems related to the *strategic management* of international businesses in a highly competitive market, by working closely with all the divisions of Magneti Marelli and with the design and production departments of the main car makers (for example: *BMW, Mercedes, Volkswagen, AUDI, Renault, Citroen, Peugeot, etc.*).

We have implemented relevant changes to the design and production processes according to *Lean Production / Organization* and *World Class Manufacturing* methods.

May 1995 - July 1996

Project Manager (R&D Department)

I managed the projects related to on-board electronic apparatuses for the following vehicles: Alfa Romeo 156, Ferrari 550 Maranello, Ferrari F131, Maserati Quattroporte and Nuovo Spider and New Holland.

I directly managed about a hundred people belonging to various company functions (design, purchasing, logistics, quality, commercial, industrialization, etc.).

**June 1991 - May 1995 - Softeco Sismat S.p.A.**

The company has been operating for about thirty years in the field of *management information technology* and *industrial automation* in national and international markets.

April 1992 - May 1995

Automation Division Manager - Milan

I implemented the startup project of the Division of Milan, mainly oriented towards *industrial automation systems* for the supervision and remote control of plants.

June 1991 - March 1992

Project Manager

I have designed, planned and coordinated internal and external projects. Furthermore, I have devised the system called *Interprete Grafico* (IGR): a methodology and a series of software tools for the design and implementation of interactive systems for visualization (supervision, remote control, regulation, etc.) of industrial plants.

This system has been adopted by major national companies (including: *CONSIDI* (\*) *consortium*, *Ansaldo Trasporti*, *Ansaldo Industria*, *Elsag Bailey*, *SIEMENS* and *ENEL*) which have applied it in projects of considerable size.

(\*) Italian Consortium for the control of electrical distribution networks (Landis & Gyr, Telettra and Elsag Bailey)

**October 1989 - May 1991 - Digital Equipment Corporation**

Research Fellowship Project

I devised the technique for the design and development of complex interactive systems called *WID Methodology*. For this research I worked in the *VAX Datatrieve* international group.

<b>ADDITIONAL INFORMATION</b>
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**Specialization Studies**

- Target Cost/Target Profit Management System (Prof. Kato - Kobe University - Japan)
- Kaizen Costing (Prof. Kato - Kobe University - Japan)
- Value Engineering (Prof. Kato - Kobe University - Japan)
- VRP - Variety Reduction Program (Prof. Kato - Kobe University - Japan)
- Benchmarking (Prof. Kato - Kobe University - Japan)
- World Class Manufacturing
- Six Sigma
- Process Management and Process Reengineering (ISVOR FIAT\*)
- Information Technology on Reengineering Proces (ISVOR FIAT\*)
- Lean Production (Eng. Yutani – Former Production Manager at Toyota)
- HIL - High Involvement Leadership (ISVOR FIAT\*)
- FIAT Professional Project – Management and Developement Skills (ISVOR FIAT\*)
- FIAT Professional Project – Management Training Course (ISVOR FIAT\*)
- Leadership – Management Training Course (ISVOR FIAT\*)
- Management Skill Development Interviews (ISVOR FIAT\*)
- Institutional Management Courses - FIAT (ISVOR FIAT\*)
- Value Generation (ISVOR FIAT\*)
- Group Values and Politics FIAT (ISVOR FIAT\*)
- TQM – Total Quality Management
- Time Management
- Complex Systems Development
- Project Management
- Business Information Systems (planning and development)
- Quality and Standard Systems for Product Development, ISO9000 and ISO 14000
- Quality Systems of the German Automotive Industry (VDA)
- Quality Systems of the USA Automotive Industry (QS9000)
- SPC – Statistical Process Control

(\* *ISVOR FIAT is the FIAT Group Management School (Corporate University).*