

AMIT SAWANT, PhD, MBA

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INTERESTS

product management, corporate strategy, entrepreneurship, business development, data science, data visualization

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA, Philadelphia, Pennsylvania

- M.B.A., Majors: Entrepreneurial Management, Marketing and Operations Management (2016 - 2018)
- Consulted for Palo Alto Networks on business strategy and market research in Public Cloud Security

NORTH CAROLINA STATE UNIVERSITY, Raleigh, North Carolina

- Ph.D. in Computer Science, specialization: Data Visualization and Analytics (2003 - 2007)
- M.S. in Computer Science, specialization: Data Visualization and Analytics (2001 - 2003)

VEERMATA JIJABAI TECHNOLOGICAL INSTITUTE (VJTI), Mumbai, India

- B.S. in Computer Science (1995 - 1999)

AWARDS/HONORS

- Instrumental in Somatix's acceptance into multiple accelerator programs – T-Mobile for Wellness Tech (< 0.4% acceptance rate), LG NOVA Mission to the Future (< 4% acceptance rate), and H+ Digital Health Innovation Programme (< 7% acceptance rate); and innovation programs – Roche Innovation in Dementia (< 0.8% acceptance rate)
- Winner of American Association of Retired Persons (AARP) Best AgeTech Product at HLTH 2021 (startup pitch).
- Recipient of Dell Champion Award for outstanding performance in FY2019 (2019)
- Recipient of 'Product of the Year' award, Infrastructure Solution Group's DP4400 at Dell Technologies (2019)
- Nominated by leadership and selected across Dell to be part of leadership program for top talent (2019)
- Member, National Scholars Honor Society (2008)
- Member, Upsilon Pi Epsilon Honor Society (2006)
- The Lotus Trust Scholarship award for Graduate Studies (2001)
- Secured 16th position out of 300,000 students at state-level Higher Secondary School examination (1995)
- National Merit Scholarship award (1993 - 1994)

PATENTS

- Sawant, A. P., and Bali, N. "A Tool For Visualizing Software Architecture," *US Patent 8065658* (2011)

JOURNAL ARTICLES

- Reed II, A., Herman, C., Sawant, A. P., Sun, L., and Futoran, D. (2022). "Effectiveness of AI-Powered Passive Remote Patient Monitoring (RPM) on Senior Living Outcomes: A Pilot Study," *Clinics in Medicine, ISSN: 2688-6731*
- Sawant, A. P., and Healey, C. G. (2012). "On the Limits of Resolution and Visual Angle in Visualization," *ACM Transactions On Applied Perception*, 9, 4, 20, pp. 1-21
- Sawant, A. P., Healey, C. G., Chen, D., and Chirkova, R. (2009). "AmazonViz: Visualizing Amazon.com Purchase Orders," *ACM Crossroads, Spring 2009*, 15, 3, pp. 13-17
- Sawant, A. P. and Bali, N. (2008). "MultiVizArch: Multiple Graphical Layouts for Visualizing Software Architecture," *ACM Crossroads, Spring 2008*, 14, 3, pp. 17-21
- Sawant, A. P. and Healey, C. G. (2007). "Visualizing Flow Data Using Assorted Glyphs," *ACM Crossroads, Winter 2007*, 14, 2, pp. 3-7
- Sawant, A. P. and Healey, C. G. (2007). "Need for Perceptual Display Hierarchies in Visualization," *ACM Crossroads, Computer Graphics*, 13, 3, pp. 13-18
- Dennis, B. M., Kocherlakota, S. M., Sawant, A. P., Tateosian, L. G., and Healey, C. G. (2005). "Designing a Visualization Framework for Multidimensional Data," *IEEE Computer Graphics & Applications (Visualization Viewpoints)*, 25, 6, pp. 10-15

CONFERENCE PAPERS

- Sawant, A. P. (2011). "A Visualization Approach Towards Analyzing and Correlating FORTUNE 100 Stocks," *IIMA International Conference on Advanced Data Analysis, Business Analytics, and Intelligence (ICADABAI 2011)*, Indian Institute of Management, Ahmedabad, India
- Sawant, A. P. (2010). "GradeViz: Interactive Visual Representation of Student Grades," *Proceedings International Conference on Frontiers in Education: Computer Science and Computer Engineering (FECS 2010)*, Las Vegas, Nevada, ISBN 1-60132-143-0, pp. 343-349
- Sawant, A. P. (2009). "StockViz: Analyzing the Trend of Stocks in Major Auto, Oil, Consumer, and Technology Companies," *Proceedings International Conference on Modeling, Simulation and Visualization Methods (MSV 2009)*, Las Vegas, Nevada, ISBN 1-60132-120-1, pp. 278-284
- Sawant, A. P. and Larson, P. (2008). "GraphRun: Visual Analysis of Performance Workload Metrics on a Storage Server," *Proceedings Computer Measurement Group (CMG 2008)*, Las Vegas, Nevada, Vol. 2, pp. 705-715
- Sawant, A. P. and Healey, C. G. (2008). "Visualizing Multidimensional Query Results Using Animation," *Proceedings Visualization and Data Analysis (VDA 2008)*, San Jose, California, Vol. 6809, paper 04, pp. 1-12
- Sawant, A. P., Raina, R., and Healey, C. G. (2007). "ChipViz: Visualizing Memory Chip Test Data," *Proceedings 3rd International Symposium on Visual Computing (ISVC 2007)*, Lake Tahoe, Nevada, Vol. 4842, pp. 711-720
- Sawant, A. P. and Bali, N. (2007). "DiffArchViz: A Tool to Visualize Correspondence Between Multiple Representations of a Software Architecture," *Proceedings 4th IEEE International Workshop on Visualizing Software for Understanding and Analysis (VISSOFT 2007)*, Banff, Canada, Cat. No. 07EX1516C, pp. 121-128
- Bali, N. and Sawant, A. P. (2007). "SoftArchViz: An Automated Approach to Visualizing Software Architectures," *Proceedings International Conference on Modeling, Simulation and Visualization Methods (MSV 2007)*, Las Vegas, ISBN 1-60132-029-9, pp. 60-67
- Sawant, A. P., Vanninen, M., and Healey, C. G. (2007). "PerfViz: A Visualization Tool for Analyzing, Exploring, and Comparing Storage Controller Performance Data," *Proceedings Visualization and Data Analysis (VDA 2007)*, San Jose, California, Vol. 6495, paper 07, pp. 1-11

WORKSHOPS, TUTORIALS and POSTERS

- Sawant, A. P. (2009). "Examples of Multi-Dimensional Visualization," *Fall 2009 Southern Computer Measurement Group (SCMG 2009) Tutorial Session*
- Sawant, A. P. (2009). "Information Visualization: A View From 30,000 Feet," *Spring 2009 Southern Computer Measurement Group (SCMG 2009) Tutorial Session*
- Sawant, A. P. and Bali, N. (2007). "SoftArchViz: A Software Architecture Visualization Tool," *Proceedings 4th IEEE International Workshop on Visualizing Software for Understanding and Analysis (VISSOFT 2007) Tool Demonstration*, Banff, Canada, Cat. No. 07EX1516C, pp. 154-155
- Sawant, A. P. (2007). "Demystifying Data Using Visualization Techniques," *CarolinaCon 2007 Tutorial Session*, Chapel Hill, North Carolina
- Sawant, A. P. and Healey, C. G. (2007). "Level-of-Detail Visualization of Network Environments," *Center for Advanced Computing and Communication Fall Research Review Poster Session*, North Carolina State University, Raleigh, North Carolina
- Sawant, A. P. and Healey, C. G. (2007). "Visualization of Astrophysics Flow Data," *6th Annual North Carolina OPT-ED Alliance Day Tutorial Session*, Greensboro, North Carolina
- Sawant, A. P. and Vanninen, M. (2006). "Visualization of Storage Controller Performance Data," *ACM/IEEE SuperComputing (SC 2006) Poster Session*, Tampa, Florida, pp. 187
- Sawant, A. P. and Healey, C. G. (2006). "Visualizing Abstract Data Using Animation," *IEEE Visualization (VIS 2006) Poster Session*, Baltimore, Maryland, pp. 37-38
- Sawant, A. P. and Healey, C. G. (2006). "Visualizing Network Data and Environments," *Center for Advanced Computing and Communication Spring and Fall Research Review Poster Session*, North Carolina State University, Raleigh, North Carolina
- Sawant, A. P. (2006). "Explore, Analyze, and Compare Abstract Data Using Visualization," *5th Annual North Carolina OPT-ED Alliance Day Tutorial Session*, Greensboro, North Carolina

OTHER PUBLICATIONS

- Sawant, A. P. (2014). "SnapMirror Configuration and Best Practices Guide for Clustered Data ONTAP," *Technical Report TR-4015*, NetApp
- Sawant, A. P. (2014). "SnapVault Configuration and Best Practices Guide for Clustered Data ONTAP," *Technical*

Report TR-4183, NetApp

- Sawant, A. P. (2013). “7-Mode SnapMirror Sync and SnapMirror Semi-Sync Overview and Design Considerations,” *Technical Report TR-3326, NetApp*
- Sawant, A. P. (2013). “7-Mode SnapMirror Async Overview and Best Practices Guide,” *Technical Report TR-3446, NetApp*
- Sawant, A. P. (2007). “Perceptual Display Hierarchies for Visualization,” *Ph.D. dissertation, Department of Computer Science, North Carolina State University*
- Sawant, A. P. and Healey, C. G. (2005). “A Survey of Display Device Properties and Visual Acuity for Visualization,” *Technical Report TR-2005-32, Department of Computer Science, North Carolina State University*
- Sawant, A. P. (2003). “Dynamic Visualization of the Relationship Between Multiple Representations of an Abstract Information Space,” *M.S. Thesis, Department of Computer Science, North Carolina State University*

SELECTED INVITED PRESENTATIONS

- Sawant, A. P. (2025). “The Intelligent Edge: Harnessing AI to Unlock the Next Frontier in Real Estate,” *Reshaped 2025 by NCCIQ: AI x Real Estate (upcoming)*
- Sawant, A. P. (2025). “How are Wearable Technology and Connected Devices Revolutionizing Healthcare,” *North Carolina Executive Roundtable Forum*
- Sawant, A. P. (2024). “Navigating the AI Revolution in Healthcare,” *Health Tech 2024-2025 panel*
- Sawant, A. P. (2024). “How Generative AI Is and Will Revolutionize Healthcare,” *Health Tech 2024-2025 summit*
- Sawant, A. P. (2023). “Wearable Technology in Healthcare: Past, Present and Future,” *Health Tech 2023-2024 summit*
- Sawant, A. P. (2022). “Smart Devices and Smart Clothing: The Future of Health Monitoring,” *Health Tech 2022-2023 summit*
- Sawant, A. P. (2022). “The Future of Remote Health Monitoring,” *Diverse Conversations podcast with Dr. Aska Patel*
- Sawant, A. P. (2022). “What Makes a Great Product Manager?” *Speaker, ADPList’s Product Management Panel*
- Sawant, A. P. (2021). “Improve Quality of Care with AI-powered Remote Patient Monitoring,” *Health Tech 2021-2022 summit*
- Sawant, A. P. (2021). “Lessons Learned Along My Journey from Engineer->Product Manager->Product Leader,” *Insights21 Webinar Series at Institute of Product Leadership*
- Sawant, A. P. (2021). “How Wearable-enabled, AI-powered Remote Patient Monitoring Improves the Quality of Care and Reduces Costs?” *AI Guild session at Illuminate-AI*
- Sawant, A. P. (2021). “Growing into a Better Leader: Dealing with Change,” *Fireside chat with Sophia Broomfield at Plato Elevate 2021*
- “Riverbed: Turn Distance Into Competitive Advantage – Accelerate Hybrid Architectures”, *NetApp Insight 2014, Las Vegas, Nevada (2014)*
- Night with Industry event, *Featured Speaker and Panelist, Graduate Engineering programs, Duke University, Durham, North Carolina (2014)*
- “SnapMirror: What’s New in Clustered Data ONTAP 8.2?”, *NetApp Insight 2013, Las Vegas, Nevada and Dublin, Ireland (2013)*
- “SnapVault in Clustered Data ONTAP 8.2”, *NetApp Insight 2013, Las Vegas, Nevada and Dublin, Ireland (2013)*
- “Visualizing Data ONTAP’s Software Architecture”, *Tech Talk, NetApp, Research Triangle Park, North Carolina (2008)*
- “4-way Pathlength Analysis”, *Performance Power Session, NetApp, Research Triangle Park, North Carolina (2007)*
- Electrical Computer Engineering Graduate Student Association Spring 2007 Seminar, North Carolina State University, Raleigh, North Carolina (2007)
- Exhibition On Demand, North Carolina State University, Raleigh, North Carolina (2003)
- Computerization and Automation of the Schools Department, Secretariat of the Government of Maharashtra State, Mumbai, India (1999)

CORE COMPETENCIES

- **Product & Team Management:** Strategic Planning, GTM Roadmap & Execution, P&L, Alliances
- **Technical Expertise:** Cloud Platforms, APIs, Data Science & Analytics, AI/ML, SaaS
- **Data Governance & Compliance:** HIPAA, GDPR, Data Privacy, Risk Management
- **Customer Engagement:** Solution Selling, Negotiations, Customer Deployments, Relationship Building
- **Innovation & Leadership:** Visionary Thinking, Stakeholder Engagement, Team Building, Cultural Adaptability
- **Methodologies & Frameworks:** Agile Scrum at Scale, LEAN Start-ups, Business Model Generation, Customer Journey Mapping, Value Stream Mapping, and Product Market Fit

SELECTED HIGHLIGHTS

- Led Somatix's acceptance into multiple accelerator and innovation programs – T-Mobile for Wellness Tech, LG NOVA Mission to the Future, H+ Digital Health, and Roche Innovation in Dementia (< 0.4% to 4% acceptance rates).
- Winner of American Association of Retired Persons (AARP) Best AgeTech Product at HLTH 2021 (startup pitch).
- Recipient of Dell Champion Award for outstanding performance in FY2019 and selected across Dell to be part of leadership program for top talent in 2019.
- Led Infrastructure Solution Group's DP4400 to win 'Product of the Year' award in 2019 at Dell Technologies.
- Established NetApp's relationship with the National Football League (NFL) and Super Bowl XLVII that made NetApp the official data storage provider of the NFL by providing data protection expertise.

WORK EXPERIENCE

Entrepreneur In Residence (EIR), NC Innovation, North Carolina **2025 – present**

- Lead commercialization strategy for university innovations, driving market analysis, customer discovery, and go-to-market execution to accelerate technology transfer from lab to market.
- Architect healthcare business formation processes including IP strategy, clinical validation, and regulatory navigation while mentoring research teams through lean startup methods and securing SBIR/STTR funding.
- Mentor academic research teams through lean startup methodologies.
- Build industry partnership networks connecting university teams with investors and strategic partners as part of NCInnovation's statewide network supporting \$13.6 MM portfolio of R&D projects across North Carolina institutions.
- Spearhead commercialization strategy for an innovative knee arthrometer, a device measuring knee laxity in three planes for 10+ million patients annually. Navigate \$500MM+ market opportunity while developing NIH STTR Phase I funding and advancing 8+ IP claims.

Chief Product & Operating Officer, SOMATIX, Wake Forest, North Carolina **2021 – May 2025**

Drive business, product, and marketing strategy for remote patient monitoring (RPM) solutions serving as clinical decision support system for healthcare providers by identifying early signs of decline in patient's activities of daily living (ADL).

- Defined and launched next-gen smartband that takes wearable insights to the next level by leveraging patented gesture-based technology and predictive analytics that decreases hospitalization rates and provides peace of mind to loved ones.
- Designed and implemented a secure HIPAA and GDPR compliant, cloud-based AI-powered RPM platform that translates IoT sensor data from smartbands into clinical insights.
- Spearheaded the implementation of a unified data governance model and global risk management framework to safeguard sensitive health data across Somatix's operations spanning different geos.
- Built an eco-system of partners and their products to offer a comprehensive all-in-one platform, including integrations with Electronic Health Record platforms, wireless and cellular hubs, and FDA-approved medical devices.
- Developed first-of-its-kind Medication Compliance functionality with Roche to help patients with early-stage dementia.
- Evaluated the feasibility and efficacy of a real-time smoking intervention using wearable technology by running clinical trials at Yale University and concluded that smartband technology for passive monitoring improves cessation efforts.
- Crafted subscription-based pricing strategy and leveraged RPM Current Procedural Terminology (CPT) reimbursement codes with Medicare and private payers to generate additional revenue streams for healthcare providers.

Head of Products, DELL TECHNOLOGIES, Santa Clara, California **2017 – 2020**

Drove product strategy for scale-up, integrated and scale-out data protection products (~\$2.4 BB in annual revenue).

- Launched the next-gen PowerProtect DD, industry's #1 purpose-built backup solution, Data Domain protection storage products. Grew market share from 67% to 80%.
- Built a high performing global team of product managers responsible for defining Data Domain's next-generation platforms, software licensed components, and new initiatives such as management at global scale, AI/ML, and Flash.
- Ideated and drove the development of SaaS-based control plane to simplify management lifecycle of Dell's data protection products through intelligent data placement and security, automation, enhanced visibility, and predictive analytics.
- Developed On-Demand and SaaS digital business models, and subscription and pay-per-use revenue models for data management solutions that resulted in ~7% annual revenue growth.

- Grew Dell's storage revenue by ~4% by applying predictive AI/ML techniques to identify larger cross-sell opportunities.
- Crafted customer Future-Proof Loyalty program designed to provide customers investment protection with a set of world-class technology capabilities for Dell's Data Protection division.

Product Management Leader, RIVERBED TECHNOLOGY, Cary, North Carolina

2014 – 2017

Managed industry's only branch hyper-converged infrastructure product, SteelFusion (~\$100 MM in annual revenue, 230% year over year growth); collaborated with marketing, sales, business operations, product design, and customer service teams.

- Enabled and empowered Riverbed's sales team to close 30% more deals and disrupt competitor claims by building a competitive intelligence portal for computer networking and data storage.
- Implemented robust data governance policies covering data quality, security, and regulatory compliance.
- Developed and launched a system that tracked thousands of field requests and produced a dashboard to understand the "salability" of products and features which was shared with engineering to help improve the products.
- Built SaaS Accelerator offering that provided customers with end-to-end performance boost on their leading enterprise SaaS applications in remote offices.
- Developed business relationships, and joint reference architectures and solutions with partners, such as AWS, Microsoft Azure, and Palo Alto Networks that resulted in ~10 MM in revenue.

NETAPP, Research Triangle Park, North Carolina

2008 - 2014

Product Marketing Leader

Marketed industry's #1 data replication product, SnapMirror (~\$900 MM in annual revenue, 35% market share) and backup product, SnapVault (~\$300 MM in annual revenue) by evangelizing the value proposition to customers and stakeholders.

- Accelerated sales by leading a team to develop a tool that enabled sales reps to quickly derive a working bill of materials that would satisfy their customers' storage need and could be quickly quoted by the sales reps. Increased productivity of sales engineers by 35% and improved close rate by 20%.
- Contributed toward revenue of ~\$100 MM a year by presenting data protection portfolio to potential customers on a regular basis. Consistently received highest ratings from customers and frequently awarded "Presenter of the Quarter".
- Served as the Data Protection track leader for NetApp's Insight conferences.

Performance Analyst

Built tools to visualize, quantify, and organize raw performance data that helped identify performance characteristics and bottlenecks in NetApp's data storage systems. Drove the development of technical collateral to highlight the value proposition, best practices, and reference architectures for various products and features.

- Responsible for generating \$55 MM in revenue the first year for flash cache performance product by developing and implementing an exhaustive testing strategy. This was instrumental in NetApp becoming the market leader.
- Developed a programmatic mechanism for visualizing the software architecture of NetApp's Data ONTAP (industry's #1 storage operating system), and multi-dimensional performance data. This work resulted in patents and publications.

PRIOR RELATED EXPERIENCE

- Data Visualization Scientist at North Carolina State University (NCSU), 2002 – 2007
- Systems Engineer at Tata Consultancy Services (TCS), 1999 - 2000

PROFESSIONAL TRAINING and SERVICE

- Member, Board of Directors & Executive Committee, North Carolina Executive Roundtable Forum (2025 - present)
- Sponsorship & Marketing Chair, ProductCampRTP (2016 – 2019, 2024 - present)
- Introductory Generative AI certifications, Google Cloud (2023)
- "Coaching Foundations", BetterUp (2022)
- External Brand & Business Impact chair, Women in Action California, Dell Employee Resource Group (2019 - 2020)
- Business Development Lead, GenNext, Dell Employee Resource Group (2019 - 2020)
- Treasurer, Board of Directors (Leadership team), ProductCampRTP (2016 - 2019)
- Program Committee member, International Conference on e-Business (2013 - present)
- "Certified Scrum Product Owner (CSPO)" by Scrum Alliance; organized by Dell (2018)
- Program Committee member, International Conference on Modeling, Simulation and Visualization (2009 - present)
- "Practical Product Management" by Pragmatic Marketing; organized by NetApp (2010)
- Editorial Review Board and Session Chair, Computer Measurement Group (2008)
- Program Committee member, Symposium for Graduate Research, North Carolina State University (2008)
- Mentor, MentorNet (2007 - 2014)
- Science Fair Judge, North Carolina Student Academy of Science (2007)
- Ambassador and member of Career Services team, NetApp (2007 - 2014)

- Reviewer, IEEE Visualization Conference; IEEE Symposium on Information Visualization; Computer Graphics & Applications; ACM Transaction on Applied Perception; SIG Computer Science Education; Innovation and Technology in Computer Science Education; Journal of SuperComputing; EuroVis (2006 - 2015)
- Member, International Society for Optics and Photonics, Computer Measurement Group, Technical Council on Software Engineering, Technical Committee on Bioinformatics (2005 - present)
- Departmental Ambassador, Office of International Services, North Carolina State University (2005 - 2007)
- Member, Visualization and Graphics Technical Committee (2002 – present)