

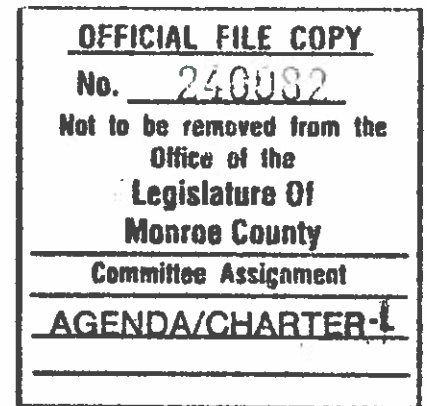


# Office of the County Executive

Monroe County, New York

**Adam J. Bello**  
*County Executive*

February 9, 2024



To The Honorable  
Monroe County Legislature  
407 County Office Building  
Rochester, New York 14614

Subject: Confirmation of Appointment to the Monroe County Airport Authority

Honorable Legislators:

I recommend that Your Honorable Body confirm the appointment of Sanjay Hiranandani, to the Monroe County Airport Authority, in accordance with New York Public Authorities Law §2753.

Mr. Hiranandani resides at 140 Sandringham Road, Rochester, New York 14620. His appointment is effective immediately and his term will expire on December 31, 2025.

**The specific legislative action required is** to confirm the appointment of Sanjay Hiranandani, 140 Sandringham Road, Rochester, New York 14620, to the Monroe County Airport Authority, whose term will begin immediately and expire on December 31, 2025. This action is required in accordance with New York Public Authorities Law §2753.

The legislative action requested in this referral is not an "Action," as that term is defined in 6 NYCRR § 617.2(b), and is not subject to review under the State Environmental Quality Review Act.

This appointment will have no impact on the revenues or expenditures of the current Monroe County budget.

I recommend that this matter be referred to the appropriate committee(s) for favorable action by Your Honorable Body.

Sincerely,

Adam J. Bello  
Monroe County Executive

AJB:db

## — SANJAY HIRANANDANI —

140 Sandringham Rd ♦ Rochester, New York 14610 ♦ 585.678.1764 ♦ sanjay@bluespout.com

### SENIOR TECHNOLOGY EXECUTIVE, INVESTOR, AND ADVISOR

Investor and advisor in early stage growth companies focused around technology disruption of a range of industries. Solutions-focused and hands-on strategist equipped with 22+ years of management success within IT, infrastructure and engineering capacities. Detail-oriented professional providing track record of achievement spearheading major technology deployments, developing infrastructures, and executing integrations, while ensuring customer satisfaction and smooth operations. Possess business, technical, engineering, and operations acumen in companies ranging from entrepreneurial start-ups to Fortune 1000 public companies. Areas of expertise include:

Strategic Planning ♦ Operations Management ♦ Process Improvement ♦ Telecommunications ♦ Architecture ♦ Network Design  
Infrastructure Design ♦ Mergers/Acquisitions ♦ Budget Administration ♦ Deployments ♦ Vendor/Client Relations ♦ Negotiations

### — CAREER —

**bluespout, LLC** [Rochester, NY]

**March 2016-present**

**Chief Executive Officer:** Lead an early stage venture portfolio with investments in over 20 early-stage technology companies, providing guidance and counsel to early stage startups around the globe. Manage a \$84M company portfolio which has enjoyed a 92% IRR since its inception.

#### **Board Memberships:**

CloudInsyte, Inc.  
KatiKati, Inc.  
Simplimechanic, Inc. - Board Chair  
FacetoFace Health, LLC

**Paychex, Inc.** [Rochester, New York]

**December 2011-March 2016**

**Vice President – Information Technology/Chief Technology Officer:** Run all aspects of IT infrastructure for Paychex including Hardware and Software Infrastructure, Architecture, Performance, technology strategy and Enterprise support. Manage a \$225M Operating budget and \$75M capital budget. Served as a member of the Senior Officer team and played a key role in defining corporate strategy and direction. Lead plans to help transition legacy infrastructure to support cloud based services, and transition Paychex from a people based to a Software as a Service payroll and benefits services provider

- ♦ Renegotiated and restructured telecom and network agreements and architecture to save \$10M over a 3 year window
- ♦ Led convergence of server platforms from seven diverse legacy platforms to single converged strategy
- ♦ Architected infrastructure to drive double digit performance and capacity growth with no IT operations budget growth
- ♦ Led Infrastructure and organization changes to effect technology support for 8% YoY topline revenue growth and significant shift of customers leveraging web based payroll, HR, and benefits services.

**PAETEC Holding Corp.** [Fairport, New York]

**1999-2011**

**Senior Vice President & Chief Technology Officer:** Drove technology strategy for the company while leading infrastructure design and deployment functions as well as technology transition. Control annual \$135M capital budget and \$25M operating budget and drive control of \$800M in network cost directly contributing to company gross margin. Served as a member of the Senior Officer Team; played an instrumental role in defining corporate strategy and direction, which includes defining plans, establishing corporate operating and capital budgets, and defining and executing merger/acquisition strategy. Lead activities to develop, market, and support voice and data-related products as well as converge local and long-distance voice traffic onto multi-service IP backbone networks. Manage Network Provisioning organization for rapidly increasing demand for access lines; maintain industry-leading turnaround window and volume level, and lead teams managing all deployment, planning, design and development of all systems and voice and data infrastructure.

- ♦ Spearheaded development and deployment of technology infrastructure from start-up phase to \$1.6B publicly traded company; designed infrastructure supporting more than 50,000 medium to large enterprise customers.
- ♦ Directed successful efforts to seamlessly integrate 10 acquisitions into unified service and product offering, realizing key synergies.
- ♦ Championed deployment of one of the first Multi Protocol Label Switching(MPLS) based nationwide IP networks in the US, which led competitors using legacy frame relay technologies to follow.

- ◆ Launched nationwide rollout of the company's data and product set, including leased line-based Internet access, private line data services, and VPN offerings. Deployed national IP backbone and access network infrastructure.
- ◆ Led one of most rapid national deployments of any integrated communications provider networks by leading engineering teams responsible for nationwide switch facilities encompassing Lucent 5ESS switches, Cisco and Juniper routers, system infrastructure from Sun, Dell, EMC, software from Oracle, EMC, and ancillary equipment, and 17,000 route miles of fiber-optic cable.

**TeleBeam, Inc.** [*State College, PA*]

**1998-1999**

**Vice President, Advanced Technologies:** Controlled efforts to design and build large, multiservice IP backbone network, encompassing various access technologies, including HFC CATV plant, DSL loops, leased line, and switched Ethernet; network covered several metro markets in Pennsylvania, Maryland, New York, West Virginia, and Delaware. Deployed plan to provide high-speed switched Ethernet across local dialtone to multiple dwelling units passed by TeleBeam fiber.

- ◆ Designed single-protocol plan to provide high-speed Internet access, local and long-distance voice, and suite of enhanced data and telephony services in several metro markets with populations ranging from 100,000 to 200,000.
- ◆ Realized 300% increase in ISP customer base over 6-month period through orchestrating implementation of backbone router upgrades and network service enhancements.
- ◆ Leveraged CLEC status in Pennsylvania to provide DSL services in Tier-3 markets; transitioned TDM voice transport from IXC portion of business to VoIP to leverage QoS-enabled IP backbone.

**Cornell University—Information Technology Division & Cornell Theory Center** [*Ithaca, New York*]

**1992-1998**

**Lead Network Architect/Director of Networking and Telecom:** Directed transition of campus backbone from legacy Fiber Distributed Data Interface (FDDI) design to high-speed switched and end-to-end Quality of Service(QoS) enabled network. Created and implemented plans for dual gigabit Ethernet backbone and edge nodes of the network serving 40,000+ users. Provided technical leadership to university's high-performance connectivity efforts; represented engineering interests in vBNS, Internet II, Nysernet2000, and other national and regional next-generation networking efforts. Led nationwide initiatives to deploy dynamic IP routing protocols in a next generation Cisco hardware environment. Served as key Cornell representative in leading US Government National Science Foundation funded networking initiatives and represented the University in National Laboratory of Applied Network Research (NLNAR) initiatives. Met networking needs of demanding researchers worldwide.

#### **— ACADEMIC CREDENTIALS—**

**Bachelor of Arts, Science & Technology Studies:** Cornell University, Ithaca, NY

#### **AWARDS AND RECOGNITION**

**Top Fifty Asian Americans in Business:** Asian American Business Development Center – Recognized as one of the top fifty Asian American business leaders in the United States

**Forty Under 40 Award:** Rochester Business Journal – Recognized as one of key young business leaders in the Rochester area with significant business and community leadership contributions

**Most Innovative Product Award: Telephony Magazine, 2008** – Recognized for leading innovation in evolving legacy infrastructures into industry leading Voice over Internet Protocol (VoIP) offering

#### **COMMUNITY LEADERSHIP**

**Board Member-** Memorial Art Gallery of the University of Rochester

**Board Member -** Hindu Temple of Rochester

**Civilian Panel Member -** Brighton Police Department, Town of Brighton

**President's Roundtable Member -** Rochester Institute of Technology

**Former Member, Board of Directors, and Chairman:** Development of Indo-American Leaders (DIAL)

**Former Trustee and Finance Committee Member:** Geva Theatre Center

**Former Member, Board of Directors:** American Heart Association