

# Our Advisor



**Dato' Lai Kim Seong**

The Board Director of  
V.S. Industry Bhd



**John Lee**

The Executive Director and  
Co-founder of Clinch



**Olivier Hersent**

The CEO & CTO  
of Actility



**Dato' Lai Kim Seong**  
Board Director of  
V.S. Industry Bhd

- **Position:** Board Director of V.S. Industry Bhd
- **Background:** Dato' Lai is a highly accomplished veteran in the EMS manufacturing operations field. He has accumulated extensive expertise through his distinguished leadership and management roles in multinational manufacturing operations.
- **Career Highlights:**
  - **Jabil Circuit:** Most recently, Dato' Lai served as Vice President of Operations for South Asia, where he managed an annual revenue of USD2.8B and achieved a remarkable 100% customer satisfaction rating.
  - **Flex:** Prior to Jabil, Dato' Lai spent over 20 years with Flex, overseeing operations in Singapore, China, and Malaysia in roles such as General Manager and Managing Director. Each site under his management generated revenue of over USD500m. By leveraging his expertise in Lean, AI, and Robotics, he successfully turned around loss-making factories into benchmark model sites.
- **Education:** Bachelor of Science (Mathematics) from Campbell University in North Carolina, United States of America.

### As a advisor for The Hatchere

Dato' Lai Kim Seong: His extensive EMS manufacturing leadership and operational expertise can optimize The Hatchere's manufacturing processes and boost productivity through innovative solutions.



**John Lee**  
Executive Director and  
Co-founder of Qlinch

- **Position:** Executive Director and Co-founder of Qlinch
- **Background:** John has spent more than 25 years in Sales and Marketing, working with start-ups to multi-billion dollar companies.
- **Career Highlights:**
  - Prior to founding Qlinch, John was Business Development Director in Flextronics for 10 years, bringing in around USD1B into the company.
  - Before joining Flextronics, John worked in other MNCs like Singapore Technologies Venture, Sennheiser Electronics, and Philips Electronics.
  - John has also started a couple of companies, including one in F&B.
- **Education:** Bachelor of Engineering in Electronics and Post Graduate Diploma in Business Administration from the University of Bradford.

### As a advisor for The Hatchere

John Lee: With his 25+ years in sales, marketing, and business development, he can enhance The Hatchere's market strategies, expand its customer base, and drive revenue growth.



**Olivier Hersent**  
CEO & CTO of Actility

- **Position:** CEO & CTO of Actility
- **Background:** Olivier is a recognized telecom and technology expert. He has written several books on networking technology, VoIP, M2M, IoT, and the Smart Grid, and has authored 6 international patents.
- **Career Highlights:**
  - In 1998, Olivier founded NetCentrex, a leading provider of VoIP infrastructure. It was later acquired by the Comverse group, where Olivier became CTO.
  - In 2010, Olivier founded Actility.
- **Awards and Honors:**
  - Received the Blondel scientific medal from the Electrical Engineering, Electronics, Information Technology and Communication Association (SEE) in 2012.
  - Was made a Knight of the French Order “Legion of Honor” in 2018.
- **Education:** Graduated from Ecole Polytechnique and Telecom Paris.

## As a advisor for The Hatchere

Olivier Hersent: As a telecom and tech expert with entrepreneurial experience, he can guide The Hatchere in adopting cutting-edge technologies and forming strategic industry partnerships.