



Sanjay Kamani

Founder / Principle

Midlothian, VA



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Email

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Website

kppropertyadvisors.com

Work Experience

May
2010 - Present

KP Property
Advisors LLC
Richmond, VA

Founder - Elevator Consultancy

- Help owners and managers of commercial high-rise properties develop structure around complex service and cost issues related to mission critical elevator systems.
- Represent clients in large-scale modernizations of elevator systems in Class A high rise properties.
- Assist clients with vendor bid negotiations and letting of long term service contracts
- Perform Due Diligence Services for Class A Office Property REITs
- Implement Technology platforms to deliver productivity improvements
- Develop structured frameworks to solve technology and service issues
- Consult with Property Managers for solutions to technical and contractual issues

May
2010 - Present

TessT, LLC.
Richmond, VA
New York City, NY

Co-Founder - Technology Start-up upvate.com

- Developed a business with recurring revenue and high profitability by defining technology to improve client productivity.
- Managed marketing and client relationships. Managed company strategy. Negotiated contracts and developed proposals for new clients.
- Developed and implemented complete architecture of a collaboration tool to allow property managers collaborate with their supply chain.
- Developed a platform to manage Elevator compliance for Elevator Companies and Property Owners in New York, Massachusetts and Maryland.
- Develop Technology platform to manage inspections for elevators, buildings and other high regulatory requirement verticals.
- Identified a need in Sensors as a Service vertical and implemented projects in the elevator industry to collect new data, identify opportunities for mining the data and delivering actionable reporting.

2004 - 2009

Ascent Service &
Technology, LLC
New York City, NY

Principal - Elevator Consultancy

- Developed customer relationships to drive revenue by 30 percent over prior year
- Helped owners and managers of commercial high rise properties develop structure around complex service and cost issues related to mission critical elevator systems
- Averaged 12 percent savings delivered to clients in service costs
- Implemented an online system to take manual filings to improve speed, accuracy and to reduce costs
- Managed the filing of 3000 inspections behalf of our clients with the New York City department of buildings in 2007 and 2008
- Represented clients in large scale modernizations of elevator systems in Class A high-rise properties
- Assisted clients with vendor bid negotiations and letting of long term service contracts

1997 - 2001

Stanley Works
New Britain,
Connecticut

Productivity Director - Global Manufacturer of Hand Tools

- Reported to the Vice President of Operations
- Managed 960 projects globally with 33 project teams
- Delivered \$115 million in productivity savings over 4 years
- Developed outsourcing strategies for non-core components and sub-assemblies

Work Experience

Continued



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1996 - 1997

Access Technologies
Farmington,
Connecticut

Project Manager - Manufacturer of Automated Door Systems

- Reported to Director of Operations
- Introduced standard work process and training manuals for troubleshooting and repair
- Improved productivity of service technicians by 35 percent
- Implemented diagnostic tools and dispatch systems
- Developed a parts and rebuild center to consolidate vendor purchases

1989 – 1996

Otis Elevator
Company
Farmington,
Connecticut

Systems Engineer - Global Manufacturer of Elevators

- Reported to the Director of Worldwide Engineering
- Engineered a remote diagnostic system to assist field technicians
- Developed data mining systems to predict and diagnose elevator faults
- Developed and qualified control systems designs for worldwide applications
- Invented 19 patents on various elevator controls and sensor systems

Education & Membership

1997

Masters in Business Administration

University of Connecticut, Storrs, Connecticut

1994

Masters in Electrical Engineering

Rensselaer Polytechnic Institute, Hartford, Connecticut

1989

Bachelors in Electrical Engineering

University of Connecticut, Storrs, Connecticut

1986 – 2001

Member of International Electrical and Electronics Engineering (IEEE)

2003 – 2006

Member of Franchise Association Board, Mrs. Fields Famous Brands

2009 – 2010

Member of American Council of Engineering Companies Virginia Chapter

Qualified Elevator Inspector, Q.E.I #1700

Patents

5,982,125 Automatic door test apparatus

5,950,767 Optical door lock

5,817,993 Monitoring of elevator door reversal data

5,797,472 Reactive governor

5,780,787 Monitoring of manual elevator door systems

5,760,350 Monitoring of elevator door performance

5,594,219 Elevator position apparatus

5,569,888 Ultrasonic elevator door safety system

5,505,280 Elevator door system

5,431,251 Elevator car