Name Candidate	Nelson Valero
NEM ID	NEM-000009
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Position	Vice President

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Nelson Valero

Council Member / South Pacific Regional Head

PERSONAL PROFILE

NF Membership Number: NEM-000009

Nelson Valero is a Council Member of NEM.io Foundation. He has successfully provided strategic management and leadership to a number of NEM teams that are creating and communicating the game-changing innovations that NEM is bringing to the world. He is also instrumental in the formation of various country teams in the Asia-Pacific region. This is reflective of his confidence that the blockchain technology, and NEM particularly, will be the new layer of innovation that will further revolutionize the way things are done.

Prior to joining NEM.io, he was a System Administrator in Catholic Commission for Employment Relations in Sydney, Australia for 11 years (2005 -2017) and has mastered developing IT network systems for businesses. He also has experience in ITIL Management and Project Management.

ACHIEVEMENTS

- Initiated the formation of teams in the Philippines, Ukraine, United Arab Emirates, Singapore, Vietnam, Latin America, Russia, Australia and New Zealand with over 80 leaders, employees and volunteers.

- Implemented the Telegram Helpdesk, with over 1.058 members currently, making NEM the only blockchain with a Helpdesk to assist newcomers on the NEM Blockchain technology.

- Effectively managed and provided leadership and guidance to various country teams in the Asia-Pacific region in terms of processes, structures, and strategy.

- Engaged and connected with key businesses, enterprises, academic institutions, bureaucratic institutions, and other key stakeholders that will help NEM expand and encourage blockchain adoption using the NEM platform.

- Signed Memorandum of Understanding (MOUs) with Cagayan Economic Zone Authority, Ateneo De Manila University, De La Salle University, STI (formerly known as Systems Technology Institute) and other industry and academic leaders in the Philippines.

- Conducted presentations and info-sessions in more than fifty (50) international conferences and exhibitions on blockchain technology that have increased international awareness of the NEM blockchain.

POLICY & STRATEGY PLAN FOR 2018-2019

The policy and strategy plan will focus on frontline, middle operations and backend strategy.

Frontline Strategy

In order for NEM to continue to succeed, there is a need to engage in more projects from various parts of the world by increasing awareness of the NEM blockchain. We need to strategically target the integrators, leaders, and educational institutions to educate them on the NEM Blockchain and onboard as many startups as possible that wish to build on the NEM platform.

1. Develop a strong brand image inside and outside of NEM as a foundation with stability, trust, and reliability to become a platform of choice.

2. Have clear target clients and develop strong convincing factors for them to utilise NEM's technology.

3. Source strong developers who can develop applications on the NEM public blockchain to increase utilization and transactions.

4. Support existing use cases to move from testnet to mainnet phase as soon as possible.

5. Build a strong developer community to engage in the technical roadmap and development on the public chain with catapult integration.

6. Develop a social media metric in terms of outreach and engagement with month reports produced to the ExCo and Council.

7. Strengthen the bounty programme with core focus on developer engagement alongside other existing bounties

8. Ensure there is strong content towards integration and step-by-step guide towards the adoption of the NEM public chain

9. Work with the communications team to create a strong branding strategy to share a core consistent message regularly

10. Develop a scoring platform to measure key performance indicators for success stories on NEM

11. Work with council to communicate on important queries with a turnaround time of 2-3 working days

12. Create onboarding procedures for new employees joining the foundation

13. Ensure members receive a monthly report on the activities of NEM with details included

14. Develop standardised titles for NEM employees to ensure consistency

15. Create an online platform where the public can access NEM use cases for implementation – online to be available in multiple languages

16. Focus on transparency in disclosing information where members will have access to right information where relevant

17. Support the growth of startups looking to fundraise by provide strong connections to the NEM Venture Fund

18. Encourage development for use of NEM to be corporate-ready - create a strong corporate culture to ensure that larger organizations are comfortable in using the NEM blockchain platform

19. Build the ecosystem partner map with well-known respected brands/ companies.

Middle Operations

It has been noticed that a lot of work can be replicated across regions with a moderate level of localisations. Activities like establishing university-industry linkages by providing blockchain education through partnering with more academic institutions and industry clusters.

1. Develop templates that can be used across the various countries to ensure consistency and effective use of resources

2. Improving the business structure, institutionalizing business processes, and synchronization of organizational operations within and across country teams and regions

3. Standardizing a detailed process on how to deal with on-boarding leads to solidify their engagement and partnership with NEM.

4. Build up technical knowledge of existing leaderships to ensure competency and ensure that there is a technical trainer in every region, if not country.

5. Looking into hiring procedures to ensure competent employees are hired.

6. Focus on developing.

7. Strong teams with technical competence.

8. Build training programmes which are chargeable as a form of revenue generations for the foundation.

9. Create a client relationship management (CRM) process for leaders to input leads and follow up on them.

10. Create a understanding NEM course for employees to have the practical and technical knowledge in representing NEM.

11. Ensure all NEM employees know who's who within the organisation to ensure there is clarity.

12. Be clear on accountability and rights and responsibilities that each parties would have for different departments within organisations.

Back office support

1. Developing a more on-time and efficient bounty disbursement system.

2. Feedback - creation of proper channels of communications for NEM members and stakeholders to provide feedback to ensure continuous improvement.

3. Fast-tracking the implementation of the Catapult Technical Roadmap and the public release NEM Catapult.

4. Streamlining of the reimbursement and claims process and salary system by basing the USD/XEM conversions on per-day rates instead of using the average monthly rate as this is more equitable for both the company and the members.

5. Engage more developers to work closely on Catapult and partner with more private enterprises to spread adoption of Catapult.

6. Hire a solid developer team to support the implementation of catapult on the public chain

7. Develop a revenue strategy committee to focus on ensuring investments by NEM has a clear return on investment.

8. Work with team to develop a Developer Conference for NEM where communities can gather to share best practices.

9. Reopen discussions in building the NEM exchange with a clear roadmap for growth

10. Develop more transparency within the NEM Community Fund process - improve communications and give access to members on milestone payouts and accountability.

11. Have a programme manager that has focus on a standard business approach to be focused on.