

MANIK VARUN SURI

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EDUCATION

- 2010 – 2013 **HARVARD LAW SCHOOL** Cambridge, MA
J.D., Dean's Scholar. Admitted to State Bar of California.
Awards: Heyman Public Service Award; Truman Security Fellow
- 2005 – 2006 **CAMBRIDGE UNIVERSITY** Cambridge, UK
MPhil in International Relations, High Performance (1st in program). MPhil thesis: "Overseas Chinese and China's Economic Development."
Awards: Harvard University Paul Williams Scholar (1 selected annually); Cambridge Overseas Trust Award
- 2001 – 2005 **HARVARD COLLEGE** Cambridge, MA
A.B. Government with Highest Honors, Summa cum laude (Top 4% of class). Cumulative GPA: 3.9.
Awards: Phi Beta Kappa; Charles J. Bonaparte Scholar (Top Student in Government Department)
- 1997 – 2001 **CLOVIS WEST HIGH SCHOOL** Fresno, CA
Valedictorian (1st in class of 748). GPA: 4.8 / 4.0. SAT: 800 (M) 800 (V).

EXPERIENCE

- January 2020 – Present **GLACIERGRID, INC.** San Francisco, CA
Founder and CEO
- Leading a 40-person climate-focused startup from inception to profitability, pioneering patented cooling optimization technology to reduce energy use, food loss & emissions from refrigeration and air conditioning
 - Scaled from \$0 to \$10M annual recurring revenue (ARR) across 1,000+ customers, including leading brands such as McDonald's, Domino's, 7-Eleven, Marriott Hotels, UNFI, and Delta Airlines
 - Raised \$45M from leading VC investors to build product & expand team over multiple financing rounds
- June 2014 – December 2019 **COINSPECT, INC.** San Francisco, CA
Founder and CEO
- Built a compliance technology startup to improve food safety & quality across the farm-to-fork supply chain
 - Raised \$4M from angel investors and scaled to 5,000+ locations in 40 states
- December 2012 – May 2014 **THE GOVERNANCE LAB** New York, NY
Co-Founder and Chief Operating Officer
- Managed 15-member team and raised \$9M (MacArthur, Knight Foundation, Google.org) for a tech incubator focused on open & effective government (co-founded with former US Deputy CTO Beth Noveck)
 - Launched tech engagements with the White House, World Bank, UK National Health Service and ICANN
- Sept. 2009 – November 2012 **UNIVERSITY OF PENNSYLVANIA CENTER FOR THE ADVANCED STUDY OF INDIA** Philadelphia, PA
Fellow
- Authored book manuscript, *The Linchpin: India and the US Pivot to Asia*, making the case for developing a strategic partnership between the US and India on economic, political, and cultural grounds
- June 2011 – July 2012 **WHITE HOUSE NATIONAL ECONOMIC COUNCIL** Washington, DC
Policy Advisor
- Analyzed data and briefed White House staff on job promotion, impact investing, and export initiatives
 - Co-authored White House Report, *Jobs and Economic Security for Rural America*, released in August 2011
- September 2006 – March 2009 **D. E. SHAW & COMPANY** New York, NY; Hong Kong, China; New Delhi, India
Private Equity Associate
- Implemented business expansion initiatives working for chairman of global hedge fund with \$55B AUM
 - Established firm's Hong Kong office; analyzed and executed cross-border private equity investments (\$110M equity in Chinese shipyard; \$490M convertible loan to Indian real estate developer)

SERVICE

- August 2012 – December 2012 **WILMERHALE LEGAL SERVICES CENTER** Jamaica Plain, MA
Volunteer Attorney
- Provided free representation to indigent defendants in weekly eviction hearings at Boston Housing Court

LANGUAGES • Hindi (proficient), Spanish (conversational), Mandarin (basic)

INTERESTS • Hiking, padel tennis, cooking, travel

MEMBERSHIPS • YPO, Forbes Council, Truman National Security Fellow, Top 100 Harvard Alumni in Technology

PUBLICATIONS

- Suri, Manik. "Building AI For Climate: Opportunities And Considerations." *Forbes*. December 15, 2023.
- Suri, Manik. "The Role Of Businesses In Creating More Environmentally Friendly Cooling Systems." *Forbes*. July 14, 2023.
- Suri, Manik. "Restaurants: Digital Tools Will Improve Your Safety, Quality, Accuracy and Efficiency." *Modern Restaurant Management*. July 22, 2019.
- Suri, Manik. "Four Reasons Why Continuous Temperature Monitoring Sensors Will Transform Your Restaurant." *Hospitality Technology*. July 17, 2019.
- Suri, Manik. "Restaurant Food Safety is an Oxymoron." *Food Safety News*. August 19, 2018.
- Suri, Manik. "Rodent Poop, the Olympics and Food Safety Inspections that Work." *Food Safety Tech*. March 7, 2018.
- Suri, Manik. "Quality Assurance with Mobile Technology." *Food Quality & Safety*. March 3, 2016.
- Suri, Manik. "Using Mobile Software: Food Safety in the Palm of Your Hand." *Food Manufacturing*. January 22, 2016.
- Suri, Manik. "The Digital Revolution in Food Safety." *FoodSafetyTech*. December 7, 2015.
- Suri, Manik. "MeWe: Streamlining Compliance, Simplifying the Law." *CodeX at Stanford University*. March 5, 2015.
- Kapur, Devesh and Manik Suri. "Chapter 11: Geoeconomics versus Geopolitics: Implications for Asia." In *Oxford Handbook of the Economics of the Pacific Rim*. Oxford University Press. Winter 2013.
- Suri, Manik. "From Crowdsourcing Potholes to Community Policing: Applying Interoperability Theory to Analyze the Expansion of Open311." *Berkman Center for Internet & Society at Harvard University: Interoperability Case Studies*. August 15, 2013.
- Suri, Manik. "Reorienting the Principal-Agent Frame: Adopting the 'Hartian' Assumption in Shaping Legal Constraints on the Executive." *Harvard Law and Policy Review*. Volume 7, No. 2. Summer 2013.
- Kennedy, Gerard, Innokenty Pyetranker, and Manik Suri. "Recent Developments in Courtroom Lawfare." *Harvard National Security Journal*. March 25, 2013.
- Suri, Manik. "Conceptualizing China Within the Kantian Peace." *Harvard International Law Journal*. Volume 54, Issue 1: Winter 2013.
- Suri, Manik. "Why the Indian American Vote Mattered." *India America Today*. November 21, 2012.
- Suri, Manik. "Time to Get Out the Indian American Vote." *India America Today*. October 27, 2012.
- Suri, Manik. "How Obama's India Policy Has Made America Stronger." *The Diplomat*. October 11, 2012.
- Suri, Manik. "National Security by the Numbers." *Harvard National Security Journal*. September 1, 2012.
- Suri, Manik. "Why We Need a U.S.-India Investment Treaty Now." *Real Clear Markets*. August 31, 2012.
- Ghazal, Elan and Manik Suri. "Legal Implications of Deploying U.S. Civilian Mariners in the Libya Operation." *Harvard National Security Journal*. August 16, 2012.
- Suri, Manik. "India's Tightrope Walk on Afghanistan." *The Hindu: Business Line*. August 15, 2012.
- Suri, Manik. "U.S.-India Cooperation in Afghanistan: Is India's 'Strategic Autonomy' Sustainable?" *India in Transition*. August 13, 2012.
- Suri, Manik. "How Darkness Sheds Light: India's Democratic Dysfunction." *The Diplomat*. August 4, 2012.
- Kapur, Devesh and Manik Suri. "Geoeconomics versus Geopolitics: Implications for Asia." Paper presented at the University of Sydney U.S. Studies Centre's "Emerging Asia" Symposium, August 30-31, 2012.
- Suri, Manik. "A Revamped U.S. Export Control Policy for the 21st Century." *Harvard National Security Journal*. November 13, 2011.
- Kapur, Devesh and Manik Suri. "Indian Defense Technology Transfer Decision-Making." Policy brief for the Long Term Strategy Group. February 2010.
- Suri, Manik. "A New Alliance." *Foreign Policy*. November 26, 2009.
- Suri, Manik. *Democracy, Diplomacy, and Diaspora: Indian Americans and Indo-US Relations*. Thesis (A.B., Honors in Government). Harvard University. 2005.
- Gupta, Kiran and Manik Suri. "The College Essay." In *College Matters Guide to Getting Into the Elite College of Your Dreams*. McGraw-Hill. August 2004.
- Suri, Manik. "A River in Peril." *Harvard International Review*. Leadership, Vol. 25 (3): Fall 2003.

LECTURES & INTERVIEWS

- *Green New Perspective Podcast*. "[Cooling Without Heating Up The Planet: Spotlight on GlacierGrid](#)." YouTube. September 17, 2024.
- Suri, Manik and Mike Schroepfer. *Collision Conference, Center Stage Panel*. "[Can Climate Tech Save the World?](#)" June 26, 2024.
- *Legends N Leaders Podcast*. "[On Creating Tech to Reduce Food and Energy Waste](#)." Apple Podcasts. March 29, 2024.
- *WYTPod Podcast*. "[Digital Transformation in SAAS](#)." YouTube. March 8, 2024.
- *Consensus in Conversation Podcast*. "[Manik Suri on Transformative Tech, Automating Energy Use, and Cold Chain 2.0](#)." Apple Podcasts. April 11, 2024.

- *Category Visionaries Podcast*. “[Manik Suri, CEO and Founder of Therma: \\$30 Million Raised to Build the Cooling Intelligence Category](#).” Podbean. April 3, 2024.
- *Beyond the Balance Sheet Podcast*. “[Manik Suri Brings Cutting-Edge Tech to the Central Valley](#).” Spotify. January 2, 2024.
- Suri, Manik. “Hot AI Products to Cool our Planet.” *AI Summit: Solo Talk*. December 6, 2023.
- *The Dirt Podcast*. “[In the Arena with Manik Suri: Flipping from Premium and Freezing for the Future](#).” Boomplay. May 30, 2023.
- *Cleantechies Podcast*. “[Harvard, D.E. Shaw, Obama Administration, Refrigeration w/ Manik Suri](#).” Amazon Music. May 28, 2023.
- *Traction Podcast*. “[\\$0-35M: 5 Key Steps to Raise Your Series A During a Downturn](#).” Spotify. April 25, 2023.
- *Code Story Podcast*. “[Building Therma](#).” Listen Notes. March 28, 2023.
- *The Net Zero Life*. “[Sustainable Food and Fridging with Manik Suri](#).” Apple Podcasts. March 7, 2023.
- Suri, Manik. “[The Next Frontier: Tech Leadership in a New Reality](#).” *Harvard Business School Annual Tech Conference: Closing Keynote*. February 26, 2023.
- Suri, Manik. “[Clean Cooling](#).” *Stanford University: Atmosphere/Energy Winter Seminar*. February 21, 2023.
- *Zero to 5000 Podcast*. “[Preparing for recessions](#).” Boomplay. January 31, 2023.
- *Future Perfect Technology Podcast*. “[The Cold Chain Market is Heating Up](#).” Apple Podcasts. January 16, 2023.
- *What Fuels You Podcast*. “[S15E10: Manik Suri](#).” Podcast Republic. November 30, 2022.
- *Kruze Consulting Founders and Friends Podcast*. “[How Therma prevents equipment issues by providing 24/7 monitoring](#).” November 8, 2022.
- *Bigger Than Us Podcast*. “[Manik Suri, Founder & CEO of Therma](#).” October 3, 2022.
- *Interchange: Recharged Podcast*. “[Solving the Food-Cooling Conundrum: Making Storage Sustainable](#).” September 2, 2022.
- *20 Minute Leaders Podcast*. “[On Building Therma](#).” Apple Podcasts. August 1, 2022.
- *Climate Positive Podcast*. “[Founding Therma](#).” Apple Podcasts. July 5, 2022.
- Suri, Manik. “[Why a smart cold chain is vital for a warming planet](#).” *Techonomy Climate: Keynote*. June 27, 2022.
- *Behind the Numbers Podcast*. “[An Entrepreneur Battles Climate Change](#).” Podbean. June 6, 2022.
- *More Than Work Podcast*. “[SSE13: Guest Manik Suri](#).” Apple Podcasts. April 6, 2022.
- *Impact Hustlers Podcast*. “[Reducing Food Waste Through Effective Storage](#).” March 15, 2022.
- *Midstage Momentum Podcast*. “[Investor Value is Rarely Correlated with Check Size](#).” March 4, 2022.
- *Care More Be Better Podcast*. “[Conserve Energy & Eliminate Food Waste](#).” January 26, 2022.
- *Inevitable: My Climate Journey (MCJ) Podcast*. “[Startup Series: Therma](#).” Apple Podcasts. January 12, 2022.
- *The Impact Report Podcast*. “[Improving the Cold Chain to Save & Feed the Planet](#).” Apple Podcasts. December 17, 2021.
- Suri, Manik. Panelist, “Rebuilding Global Supply Chains Amidst Climate Change.” *New York Times Climate Hub*. November 2021.
- *Purpose Driven Entrepreneur Podcast*. “[Manik Suri: Founder of Therma](#).” Apple Podcasts. November 16, 2021.
- *Talking Business Now Podcast*. “[ClimateTech Entrepreneur Protects Food, Planet](#).” July 8, 2021.
- *Climate Tech VC Podcast*. “[Founder Profiles: Therma Sitdown](#).” November 02, 2020.
- Suri, Manik. Panel, “[Rule Systems](#).” *Stanford University CodeX Future Law 2017*. April 6, 2017.
- “[Meet the Entrepreneur Who’s Streamlining Government Inspections](#).” Harvard Data-Smart City Solutions. February 25, 2015.
- “How to Pitch Your Social Enterprise.” *Lecture at Harvard University Extension School*. December 11, 2013.
- “Of Challenges Tempered With Optimism.” Interview with Manik Suri. *India Abroad*. August 23, 2013.
- “Rethinking Government, Reimagining Democracy: Advancing the Civic Technology Movement.” *HarvardLawSpeaks. Lecture at Harvard Law School*. April 6, 2013.
- “Alliance 21: US-Australia Alliance in the 21st Century.” *Panelist at U.S. Studies Centre at the University of Sydney*. January 25, 2012.
- “Career Trek Across Asia.” Panelist at Harvard College Office of Career Services. February 26, 2010.
- “Understanding Indian Americans’ Attitudes Toward India.” Interview with Manik Suri. *Harvard South Asian Journal*. Spring 2004.