



**Year In
Infrastructure
2024**
Going Digital
Awards

YII 2024 Spokespeople



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Mark Coates

*Vice President, Infrastructure Policy
Advancement*

Mark Coates is Bentley's international director of public policy and advocacy, where he helps to inform and guide government, policymakers, business leaders, and decision-makers globally on the benefits of digital transformation. A former quantity surveyor with an extensive background in global project delivery, Mark first began working in the construction sector 33 years ago. He has worked with Thames Water, United Utilities, ICI, Highways England, The Olympic Delivery Authority, and Crossrail. For the past ten years, Mark has been working in digital transformation and has seen the great advances made by inspectors by adopting digital ways of working. He is a Fellow of the Chartered Institution of Highways and Transportation, and recently served as vice-chairman and chairman of the British Water Forum. Mark also serves on the Strategic Board of the UK's Digital Twin Hub, and is a member of the Institute of Government and Public Policy's advisory board.



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Oliver Conze

Senior Vice President, Bentley Infrastructure Cloud

Oliver Conze joined Bentley in 2023 as senior vice president for Bentley Infrastructure Cloud. In this role Conze leads the product unit advancing the suite of software solutions that spans the lifecycle of designing, building, and operating infrastructure, including the product lines of ProjectWise, SYNCHRO, and AssetWise. Prior to Bentley, Conze was chief product officer at Customs4trade, a B2B SaaS startup automating international trade management. He previously spent 15 years at SAP, where he held a variety of executive roles in product management, portfolio strategy, and customer success. Conze holds a master's degree in industrial engineering from Karlsruhe Institute of Technology, a master's degree in management science and engineering from Stanford, and a Ph.D. in business from the University of St. Gallen.



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Greg Demchak

Vice President, Emerging Technologies

Greg Demchak is vice president of emerging technologies at Bentley. With over two decades of experience in the architecture, engineering, and construction software industry, Greg is a leader who has a deep understanding of digital twin technology and its potential to transform the built environment. Greg is responsible for leading a team of experts who work collaboratively to create tangible prototypes and develop innovative solutions to enhance human-computer experiences and unlock new modes of interactive communication. With a focus on improving the design, construction, and operation of buildings and other structures, Greg is committed to pushing the boundaries of what is possible through digital innovation. He holds a bachelor's degree in architecture from the University of Oregon and a master of science in architectural studies from the Massachusetts Institute of Technology.



Rodrigo Fernandes

Director, ES(D)G

Rodrigo Fernandes is director of ES(D)G (Empowering Sustainable Development Goals) at Bentley, leading the company's sustainability business strategy and initiatives. He previously worked at Bentley as a senior consultant, project management, and business development and environmental industry expert, and has also served as an external expert for the Portuguese Ministry of the Sea and a European Climate Pact Ambassador for the European Commission. Rodrigo has a Ph.D. in environmental engineering.

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Robert Mankowski

Senior Vice President, Bentley Open Applications

Robert Mankowski is senior vice president of Bentley Open applications. Under his leadership, the division offers a cutting-edge suite of intelligent applications and cloud services that empower enterprises and individual practitioners to enhance efficiency, achieve superior project outcomes, reduce costs, and stay ahead in a dynamic industry. With nearly three decades of experience in software development, Robert joined Bentley in 2004 following the acquisition of Haestad Methods, a trailblazer in hydraulic analysis software, where he served as chief technology officer. He holds a BS in civil engineering from Drexel University and is a licensed professional engineer.

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Pat McLarin
Segment Director, Civil, Seequent

Pat has over 20 years of experience as a product manager in the research and development of geospatial hardware and software solutions for the GIS, geotechnical, and construction user communities. In his seven years at Seequent, his focus has been on addressing the needs of geoscientists and geotechnical engineers in understanding and communicating subsurface conditions to enable collaborative decision making on civil and environmental projects. Pat currently leads Seequent's global strategy for civil infrastructure and participates in open standard development and the NZ Digital Twin Partnership to raise the profile of the geotechnical disciplines in BIM and digital twins.

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Dustin Parkman
Vice President, Industry Solutions Group

Dustin Parkman is vice president, industry solutions group at Bentley. He has held several senior product and business development positions throughout his career and has specialized in developing products and solutions that service the infrastructure industry. Parkman has dedicated his career to creating technology that allows engineers, contractors, and owners to automate the construction and operation of infrastructure.

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Andy Rahden

Vice President, Solution Engineering

Andy Rahden leads global teams in solutions engineering, services, and the integration of acquired business units. Andy has over two decades of experience in the digital design software industry. Before joining Bentley, he was the CEO of an education company. Andy also founded and served as general manager of the digital design portfolio at Pluralsight, and spent nearly a decade at Autodesk in various global leadership roles in technical sales and services.

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Susanne Trierscheid

Vice President, Modeling and Facilities Engineering

Susanne Trierscheid is vice president of modeling and facilities engineering at Bentley, a unit that is responsible for marketing Bentley's building, plant, and structural applications. Additionally, she oversees Bentley's Southeast Asia Center for Design Integration, which focuses on expanding Bentley's presence in the region, specifically for organizations that are part of the Association of Southeast Asian Nations. Susanne is a trained architect with over 20 years of industry experience.

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Francois Valois

Vice President, Civil Engineering

Francois Valois joined Bentley in 2004 and is now vice president of civil engineering. He is responsible for the overall operation of the unit including strategy, finance, human resources, software development, business development, and user success. Francois previously served as vice president of portfolio development and was responsible for mergers and acquisitions as well as Bentley's Accelerated Development division. His other roles at Bentley included senior director—software development for reality modeling and director of product management for civil, mining, reality modeling, geospatial, utilities, communications, and geotechnical.

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Industry Spokespeople

Asset Analytics



Mike Schellhase

Vice President, Asset Analytics

Mike Schellhase is the vice president for asset analytics at Bentley. He has been involved in various leadership positions in the infrastructure software industry for over 22 years. Mike originally came to Bentley after the acquisition of InspectTech, the company he co-founded focused on bridge inspection and bridge management.

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Cities



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Sandra DiMatteo

Industry Marketing Director, Urban Infrastructure

Sandra DiMatteo is the global industry marketing director for urban infrastructure at Bentley, and focuses on smart cities of the future. She has more than 25 years of experience in infrastructure digital twins and asset management software. Sandra's expertise in reliability and asset performance management best practices as well as data governance, IoT, and AI spans across infrastructure sectors including water systems, roads, and transit, as well as energy and process industries. Sandra holds an honors degree in accounting and is a Certified Reliability Leader. In 2023, she co-authored the business leadership book *Embrace Industry 4.0: Architect Your Way Out of the Jungle*, and has written many papers and articles. She sits on the Reliability Leadership Institute Board of Advisors and founded the Ontario Canada Chapter of the Society of Maintenance and Reliability Professionals.



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Zubran Solaiman

Director, Industry Strategy, Cities

Zubran Solaiman, director, industry strategy at Bentley, has over 20 years of experience in the infrastructure sector in various industries, encompassing projects across the entire lifecycle with a particular focus on smart cities, airports, ports, hospitals, and industrial campuses. He helps define and package solutions to help users solve real-world problems by leveraging Bentley technologies and partners. Zubran sits on the World Geospatial Industry Council (WGIC) executive board and co-chairs the Urban Digital Twin Working Group at the Open Geospatial Consortium (OGC). He holds a bachelor's degree in environmental science, a master's degree in GIS and remote sensing, an MBA, and an executive program on operational excellence from the Massachusetts Institute of Technology.



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Richard Vestner

Vice President, Industry Solutions, Cities

Richard Vestner is vice president, industry solutions for cities, airports, ports and industrial campuses at Bentley. Based in Munich, Germany, Richard holds a Dipl.-Ing. and a Dr.-Ing. degree in civil engineering. After his military career as an officer with the German Army, Richard started his professional career as business consultant for the public and for corporate real estate management. He then joined a German infrastructure engineering group and lead national and international companies as managing director. Richard came to Bentley in 2020 from a Danish company, where he served as group executive board member responsible for the EMEA business, as well as chief digital officer.

Energy



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Mark Biagi

Senior Solution Director, Energy

In 15 years with Bentley, Mark has held multiple new business development roles, continually advancing its industrial infrastructure and asset performance solution portfolios. Mark currently leads Bentley's focus on energy transition, including the global infrastructure developments around offshore wind, electrical and gas transmission as well as hydrogen. Prior to Bentley, Mark worked in a wide range of design engineering, industrial software and management consulting roles for, among others, Schlumberger, Nokia, HP and Autodesk. Based in Edinburgh, Mark holds a bachelor's degree in product design engineering from the University of Glasgow, and a master's degree in engineering for sustainable development from the University of Cambridge.



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Kevin Hunt

Vice President, GM Electric Utilities

Kevin Hunt is Bentley's vice president and general manager of electric utilities, based in the UK. His professional journey has spanned various roles, from operations to commercial management, with experience working for Network Operators and large EPC organisations. For the last ten years, Kevin has worked in the utility software sector assisting network operators and energy retailers deliver digitisation solutions required to effectively deal with the ongoing challenges of the energy transition.



Brad Johnson
Director, Electric Utilities Solutions

Brad Johnson, director of electric utilities solutions at Bentley, has over 15 years of utility and energy industry experience, ranging from the early use of LiDAR to solve vegetation management issues to emerging applications used for digital twin technologies. In his current role, Brad focuses on Bentley's electric utility industry strategy and fostering strong relationships with users, partners, government leaders, and policy makers.

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Jeremy O'Brien
Segment Director, Energy, Seequent

Jeremy is responsible for the strategic direction of Seequent's technology in the energy market and is an industry advocate for digital enablement. He has over a decade of experience in the energy industry including in geothermal, oil and gas, offshore wind, and carbon capture, utilization, and storage. Jeremy has a background in geoscience, strategic management, and leadership, having worked for Mercury, a leading geothermal operator in New Zealand, Halliburton's tech team in Europe, and Seequent. Jeremy has built robust development and management strategies for both geothermal and oil and gas resources, including operating and undeveloped fields. He has worked with global, multidisciplinary teams to ensure the longevity of resources and viable economic returns.

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Nicole Pearson

Director, Industry Marketing, Energy

Nicole Pearson is industry marketing director, energy, at Bentley. She has been immersed in the energy industry for over 23 years, serving in marketing leadership roles with Georgia Power and Southern Company. Most recently, Nicole led Georgia Power's performance marketing and stakeholder communications teams. Prior to that, she focused on product marketing for energy solutions, economic development for the state of Georgia, and growth marketing in wholesale energy.

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Transportation



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Bibhuti Aryal

Director, Transportation Solution Management

Bibhuti Aryal began his career as a software engineer developing software solutions and doing internal consulting for a local government agency in Pittsburgh, Pennsylvania. He has since gone on to provide technical and management consulting to organizations in various industries including logistics, retail, financial services, insurance, and infrastructure. He has been working with Bentley for over 10 years with a focus on solutions for the transportation industry, and now serves as the industry director, leading efforts to address emerging challenges for users utilizing the entire Bentley portfolio and the latest technical developments, such as AI and digital twins. He holds a bachelor's degree in information sciences from Robert Morris University and an MBA from Carnegie Mellon University.



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Alan Esguerra

Industry Strategist, Transportation

Alan Esguerra is an industry strategy manager at Bentley, responsible for tracking industry trends, identifying solution opportunities, and working closely with the transportation industry and development teams to continually drive innovation. He came to Bentley from the consultant world, where he served as a U.S.-based regional/national technology leader, working with various agencies to deliver better highway design projects. Alan has worked at several global and national engineering firms experienced in delivering conventional PS&E projects to 3D models for design and visualization on a range of traditional and alternative delivery projects.



Amy Heffner

Director, Industry Marketing, Transportation

Amy Heffner is a marketing professional with over 20 years of experience across TV news, event management, and product marketing. Currently, she serves as the director of industry and product marketing at Bentley, where she has led various civil engineering initiatives, including training programs and product marketing portfolios. Amy has a bachelor's degree from West Chester University.

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Water



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Andrea DuMont *Industry Strategist, Water*

Andrea DuMont, PE, is a civil engineer with a focus on water solutions in water resources, groundwater, and surface water sectors. As a senior industry strategist at Bentley, she strengthens the global water portfolio by leveraging marketplace insights, guiding strategic investments, and collaborating with development teams to drive industry value. Andrea is dedicated to advancing sustainable and equitable water solutions and is actively engaged in fostering social enthusiasm for engineering, construction, and operations of water infrastructure. Prior to joining Bentley in 2022, she worked for over 10 years as a water and environmental engineering consultant, researcher, project manager, and innovation program lead. She holds a bachelor's degree from Missouri S&T and a M.S. from Texas A&M.



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Gregg Herrin *Vice President, Water*

Gregg Herrin is vice president, water, where he leads the team responsible for Bentley's hydraulics and hydrology applications. He joined Bentley in 2004 when Bentley acquired Haestad Methods, a pioneer in the hydraulics and hydrology software industry. He has served in a variety of roles focused on the combination of engineering technologies and data systems. Herrin earned his Bachelor of Science in civil engineering from the University of Vermont, and he continues to maintain his professional engineering license. He is the co-inventor of five patented technologies and has been the editor or contributing author for numerous publications.



Neda Simeonova

Senior Product Marketing Manager, Water

Neda Simeonova is a senior product marketing manager, water, at Bentley. She has been involved in the water, wastewater, and stormwater infrastructure industry for over 20 years, including as the former editorial director of *Water & Wastes Digest*, *Storm Water Solutions*, and *Water Quality Products* magazines where she focused on industry trends, technology advancements, and water policies.

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Regional Spokespeople

Americas



Ken MacArthur

Vice President, Regional Executive, Americas

Ken MacArthur joined Bentley in 2020 and is currently the vice president and regional executive for the Americas. He is responsible for leading all of Bentley's accounts in Canada, United States and Latin America. Previously, Ken held multiple leadership roles within the AEC, manufacturing, media and entertainment, and federal business industries. Ken earned a BA in business administration from the University of Denver.

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APAC



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Kaushik Chakraborty

*Senior Vice President, Regional Executive,
APAC*

Kaushik Chakraborty has more than 28 years of experience holding senior management positions in international sales and business development across multiple industries including government, defense and emergency services, utilities, transportation, and geospatial. He joined Bentley in 2015 and is focused on growing Bentley's breadth of geospatial and engineering solutions to accelerate project delivery and improve asset performance for the infrastructure that sustains our economy and our environment. Prior to joining Bentley, Kaushik was Vice President at the Hexagon Group and served in leadership roles at both Intergraph and Leica Geosystems in the Asia Pacific and EMEA regions. Kaushik holds a master's degree in electrical engineering and has earned certificates in management and leadership.

EMEA



Nathan Marsh

*Senior Vice President, Regional Executive,
EMEA*

Nathan Marsh is the regional executive for Europe, Middle East, and Africa (EMEA) at Bentley. As the senior leader in the region, he is responsible for the strategy, growth, and success of the EMEA business. Marsh has over 20 years of leadership roles within management consultancy, risk advisory, private equity and corporate finance, engineering, and construction businesses, all focused on the funding, design, delivery, and operation of complex and critical national infrastructure.

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China



Allen Li

General Manager, Greater China

Allen Li is general manager, Greater China at Bentley. He has over 20 years of experience in the IT industry in the region, including as the former co-general manager of SAP China, where he was responsible for auto, industry machinery and components, banking, insurance, transportation enterprise accounts, and East China SMB business. He also lead SAP's Greater China solution engineering and value engineering teams.

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