

# Ricardo Oliveira

## ThousandEyes



### The key player

The ThousandEyes ([www.thousandeyes.com](http://www.thousandeyes.com)) is a startup created by Ricardo Oliveira, degree in Electrical Engineering, Faculty of Engineering of Porto University, and his partner Mohit Lad in early 2010, following projects developed by the two during the PhD at the University of California, Los Angeles (UCLA) .

### The blue print

Thousand Eyes is a Network Intelligence platform that delivers visibility into every network of the organization, relies on. Quickly and precisely pinpoint the root cause of problems—and then share insights with the vendors and customers. Respond to issues before they impact customers, services and revenue - and ensure your business runs smoothly

### The journey to Silicon Valley

After graduating and already employed, in a major national communication operator, ran up to a master's degree in Computer Science, at the University of California Los Angeles (UCLA). Later, during his PhD at this university, also received a scholarship from the Foundation for Science and

Technology, which allowed him to invest with a colleague, in a network security project called "Cyclops".

Hundreds of companies started using the product and in the result of these success, Cyclops was taken to Silicon Valley to leverage business potential of the product and create a company that is now known as ThousandEyes.

At the beginning, the Thousand Eyes managed to get the US government funding in order to expand the functionality of the project and make it a commercial product. The company received also series-A investment from one of the largest and recognized venture capital companies worldwide.

## Key lessons from Silicon Valley

**Universities** - The best universities in the world such as Stanford and Berkeley

**VC** - The largest venture capital companies in the world

**Entrepreneurs** - A huge community of experienced who act as mentors

**Risk culture of acceptance and respect for the failure** - the important thing is to learn from mistakes and improve in the new iteration, but never let go of the game