



**A CONVERSATION WITH ALBERT CHAI, FOUNDER AND CEO OF SILICON CATALYST PORTFOLIO COMPANY CLOP TECHNOLOGIES PTE LTD.**



Singapore-based CLOP Tech was established with the goal of Connecting the Lives Of People using technology, and hence the name “CLOP Technologies Pte Ltd”. Over this short period of time, we have grown to a remarkable scale, and will continue to grow to fulfill our promises to provide Gigabit Wireless to Everywhere, for Everyone.

**Q. PLEASE TELL ME ABOUT YOUR SPECIFIC ROLE/TITLE AND BACKGROUND.**

**WHAT INSPIRED YOU TO START THIS COMPANY? PLEASE TELL ME ABOUT YOUR STARTUP AND GOALS.?**

**A.** I have spent more than 8 years in A\*STAR working on advanced communication technology R&D. Inspired by Singapore Government’s commitment and leadership in building Singapore as a Smart Nation, I took this opportunity to do my part to promote and accelerate commercialization of A\*STAR technology. There is no other better way to make a difference than to have an all-hands-on effort to create a start-up for a technology truly design, build, and commercialize in Singapore. Being able to bring our technology to benefit people and “Connecting the Lives of People” has always been the vision of CLOP Tech. So far this has been a rewarding and enriching journey as we take on new business challenges and build our vision towards connecting the lives of people.

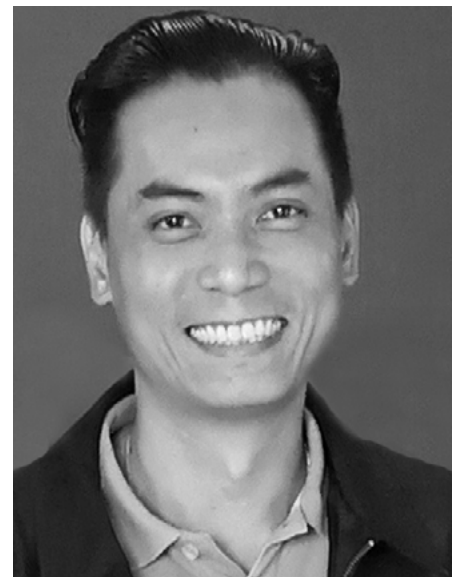
**Q. WHAT HAVE YOU LEARNED IN THE PAST YEAR?**

**A.** We started CLOP Tech slightly over 2 years ago in Singapore. We have gone through fundraising, building of the team, fostering business partnership and alliance, and creating business opportunities and applications for our customers, building our product,

and growing businesses beyond Singapore. Every phase is a new learning opportunity where we will face multiple challenges from both internal and external. The most rewarding experience is having opportunities to collaborate with the government and industry partners to validate our business solutions to solve their business needs, while fostering good business relationship and making friends along the way. I am proud to announce that my team have recently achieved our first flagship product launch recently. This marked a major milestone for my company achievement coupled with receiving customer orders for our product.

**Q. WHY ARE YOU PART OF SILICON CATALYST?**

**A.** At the point of starting the business, we chanced upon Silicon Catalyst through a mutual business partner and we decided to join Silicon Catalyst due to the wealth of in-kind partners and services in the accelerator program. Having experience in designing and taping out chipsets, I understood the challenges in getting access to these services, and they are vital in our business. We were unsure in the beginning as well, since Silicon Catalyst was new and established slightly earlier than us. We are one of their first portfolio companies. As time passes, we have grown together with Silicon Catalyst and benefited from that.



**Albert CHAI, FOUNDER AND CEO CLOP TECHNOLOGIES PTE LTD**

**Albert founded CLOP Tech in 2015 after spending more than 10 years of his career in R&D. Formerly holding a Department Head role in A\*STAR Institute for Infocomm Research, he was fully involved in the 60GHz high bandwidth wireless communication technology development since the project first started in 2009. He led the team in the ASIC chipset development and had successfully achieved silicon verification 60GHz modem design and prototype.**

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### Q. WHAT ARE YOUR GOALS FOR 2018?

**A.** 2017 had been an exciting year for CLOPTech – product development phase. We are looking forward to 2018 as another greater year for CLOPTech filled with aspiring ambitions – flagship product launch, key customer engagements, entering mass production phase, development of next products, and more. We are preparing to enter new business opportunities and expanding our business to regional countries in Asia.

### Q. WHAT IS IT LIKE AS A STARTUP WORKING IN ASIA/ SINGAPORE WITH SILICON VALLEY?

**A.** Singapore has a very rich and vibrant entrepreneurship culture. You can see many world class partners incubating our start-ups, and many start-ups begun right here in LaunchPad at One-North Singapore. Singapore Government is committed to create a supportive eco-system for Singapore start-ups. CLOPTech is one of the first silicon solution-based start-up company in Singapore to benefit from this eco-system. Semiconductor business has much

higher financial barrier than other industry sectors. Being able to operate in Singapore and having business access in US is beneficial to CLOPTech in creating an international business branding. Silicon Catalyst helps us to establish CLOPTech presence in US and creates a foundation and landing spot for us to expand business into US.

### Q. WHAT RECOMMENDATIONS DO YOU HAVE FOR SEMICONDUCTOR ENTREPRENEURS?

**A.** Taking the first step out of your comfort zone into a situation full of risks and uncertainty was never an easy decision. Going from zero to one is the hardest part. You need to move fast, learn fast, and be packed with perseverance. Because, running a business requires very different skillsets from being an engineer or researcher. Equipment and software tools are expensive resources to own in the beginning. Therefore, being extremely resourceful in hunting for these resources is a vital part in our business. Lastly, having strong support from the family is also an important consideration. You will not be able to provide them with the same level of stability and attention. I am very fortunate to have the support of my family and the help and guidance of many good friends I made throughout this journey.

