



Karen Coppock, PhD - Vice President, Consulting Services

Karen Coppock brings more than 15 years of experience in strategic business planning for emerging markets, and particular strengths in strategy, business development, and research to her role as Vice President of Consulting Services.

Prior to joining Vital Wave Consulting, Dr. Coppock served as the Director of Industry Collaboration for the Reuters Digital Vision Program at Stanford University. In this capacity, she utilized her strategy, partnership development, and program management skills to improve the performance of IT and telecommunications startups from emerging markets around the world.

Before completing her doctorate in 2005, Dr. Coppock spent four years with Telcordia Technologies, most recently as Assistant Vice President of Strategic Accounts, Latin America. Prior to joining Telcordia, she launched and headed the Latin American regional sales office for Williams Communications. She has also held positions with INTELSAT, Pacific Bell, AT&T, Harvard's Center for International Development (Information Technology Group), Santa Clara University's Global Social Benefit Incubator and the US Peace Corps (Guatemala and Uruguay).

Dr. Coppock has led a wide range of consulting projects focusing on business and marketing strategies, technological trends and industry profiles for leading multinational firms in the telecommunication, healthcare and IT sectors. She received her Doctoral and Master's degrees in international business from the Fletcher School, Tufts University. Her fields of study were development economics, international technology policy and international business. She graduated cum laude with dual degrees in business administration and Spanish from California State University, Chico. Coppock has lived in Latin America for almost a decade and is fluent in Spanish.

Public Speaking History

CTIA Wireless, 2009 (April) Developing Business on Mobile, Healthcare - An Industry Vertical Using Cellular Successfully

Intel, 2009 (April) Mobile Health in Emerging Markets: Landscape Review

Net Impact. Issues in Depth Seminar Series, 2009 (Mar) - Leveraging Mobile Technology for Healthcare Delivery in Emerging Markets

Vital Wave Consulting's Emerging Market Business Speaker Series, 2009 (Mar) - Leveraging Mobile Technology for Healthcare Delivery in Emerging Markets

Intel, 2008 (Oct) - Affordable Computing for Developing-country Schools: An overview of total cost implications for effective technology sales

Software Development From – Mobile/International Special Interest Group, 2008 (Dec) –The Mobile Internet Revolution

World Bank e-Development Thematic Group and infoDev Technology Salon, 2008 - Affordable Computing for Developing-country Schools: An overview of total cost implications for effective technology sales

Commonwealth Telecommunications Organization - 2nd Annual Asian "Connecting Rural Communities" Forum, 2008 - Strategies to Accelerate Handset Financing in Emerging Markets: Connecting Rural Communities in Developing Countries with Affordable Mobile Devices (India)

Vital Wave Consulting's Emerging Market Business Speaker Series, 2008 - Strategies to Accelerate Handset Financing in Emerging Markets

Menlo College, 2006 - Undergraduate Seminar: "Introduction to Social Entrepreneurship"

Stanford Faculty Club, 2006 - A Celebration of Social Entrepreneurship

University of San Francisco School of Business, 2006 - Graduate School Seminar: "Social Entrepreneurship"

Bridging the Divide Conference, 2006 - National and Corporate ICT Strategies in Emerging Economies (Panel Moderator)

Santa Clara University, 2005 - Symposium: "Collaboration Conundrum: Improving Collaborative Efforts to Increase Internet Demand in Emerging Markets"

Center for Latin American Studies, Stanford University, 2004 - Symposium: "The Challenges of Increasing Digital Inclusion in Mexico"

Vital Wave Consulting executives frequently speak at conferences and seminars on a wide range of topics relating to business growth in emerging markets. The company also provides expert services in the design and facilitation of small and large group discussions on business strategy in the developing world.