

# KRISTOPH GUSTOVICH

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## Chief Information Officer / Chief Technical Officer

Natural leader, innovator and change agent who delivers transformational change and solutions through building strong teams and relationships with stakeholders across all areas of the organization. Inspires a positive morale and a dynamic environment, through emotional intelligence, within a fast-paced organization. Strong analysis skills that include insight into successfully applying technological solutions and best practices to resolve business issues, while improving overall efficiency. Thorough knowledge of cybersecurity strategies that safeguard an organization and its members. Gifted at inspiring teams and realigning cultures for maximum results.

### AREAS OF EXPERTISE

- Governance
- Cyber Security
- Executive Business Acumen
- IT Strategy / Tactical Planning
- Migrations
- Emotional Intelligence
- Product Lifecycle Management
- Multi-Year Program Road Mapping
- Solution Architect
- Enterprise Architect
- Data Center Operations
- M&A / Venture Investments

*"Kristoph has a strong balance between business leadership and technical skills. Kristoph has literally single handed transformed our Global SaaS environment and products into best-in-class. His strategic thinking and clear understanding what's best for the company does not necessarily mean what's best for only a single department."*

**Samuel Monti CFO/COO, Mitrtech**

### SELECTED CAREER HIGHLIGHTS

**Realized a 15.8% (\$10.9M)** reduction in overall IT budget while increasing Service Level Agreements and additional services to customers.

**Company sale of 8.6x** within 4 years, and another 3x in 18 months to Private Equity.

**Grew the company from ~40 to 500 employees** and 5x in revenue.

**Led the 30% turn to profitability** within the first 6 months.

### PROFESSIONAL EXPERIENCE

#### MITRATECH

2012 – Present

#### Vice President of Global Cloud & CISO, 2014 – Present

- Direct the development and implementation of Cloud strategy and approach (AWS, Azure and Rackspace), including leading the transition to a multi-tenant SaaS based company.
- Increased global revenues of Mitrtech by 6x within 4 years by working with sales to create a cost and pricing model for successfully selling to prospects.
- Implemented Mitrtech's governance, compliance and audit program. Including examples such as GDPR compliance, SSAE16 SOC 2 Type 2, ISO 27001 & 27018, PCI DSS, HIPPA.
- Lead the vision and strategy across Mitrtech products, a private equity held enterprise software company.
- Manage all enterprise security operations and governance as the Chief Privacy and Security Officer.
- Managed multiple relationships, at the executive level, for Fortune 1,000 customers.
- Manage the integration of six acquired companies over three years.

#### Director of Professional Services, Hosting, Security & IT, 2012 – 2014

- Led a team of Java Software Developers with more than 40 employees who built applications on top of Mitrtech's product platform for customers.
- Created and Implemented an NPS score change for customer hosted applications from a negative to a positive score (+50-point change) within first 12 months.
- Migrated company datacenters from traditional owner managed solution to multiple hybrid approaches.
- Created the initial Cloud technology, cybersecurity and risk management strategy for Mitrtech.
- Created the transformation strategy for implementing Mitrtech products.
- Served as the senior leader for customer escalation and resolutions.

## PROFESSIONAL EXPERIENCE - Continued

### XEROX SERVICES

2011 – 2012

#### Program Manager to COO

- Developed a new product service and implemented the first customer by converting paper documents into an enterprise document management within Xerox data centers.
- Identify future project needs of client and minimizes engagement disruption through managing engagement and ensuring clients expectations are met.
- Manage the daily operations of a 100-person technical team and assist in resolving any issues that occur.
- Identified process and financial improvement needs specific to various business units.
- Led and cultivated the expansion of strategic customer relationships.

### DEPT. OF INFORMATION RESOURCES

2010 – 2011

#### Director of Enterprise Architecture

- Defined and delivered a structured and actionable plan for managing the enterprise's IT optimization, optimizing balance between capital and operational expenditures.
- Assessed suitability of existing governance, and process and prioritization methods to ensure IT investments align to business goals and enable sound IT investment decisions.
- Developed the Division into leading the organization in the Lean Six Sigma methodology and implementation of projects using Lean improvement processes and tools.
- Chaired, managed and facilitated cross-agency initiatives that are tasked to examine enterprise-wide, architecture and standards opportunities.
- Technical environment of 6,000 Windows Systems, 1,500 Unix Systems and 9 Large Mainframe systems.
- Aligned technology objectives of statewide enterprise to business goals of the state agencies.
- Bridges communication gaps between technology and business executives.

### COMPTROLLER OF PUBLIC ACCOUNTS

2007 – 2010

#### Director of IT Infrastructure & Security

- Led and developed IT infrastructure and cyber security vision, strategy and transformation plan for Bank of Texas government.
- Led a team of over 150 employees who managed over 2,000 servers and 6,000 end-user systems across 40 offices across the United States.
- Led a large project team in architecting, design, budgeting an ASP model for the State of Texas ERP initiative.
- Created and Implemented the certification and compliance programs for cyber security, including successful FISMA audit that allowed for the first direct connection to the IRS.
- Created technology and go-to-market strategy for the agency customer facing applications.
- Project was initially funded at \$40M with possibility of growing to more than \$1B.
- The Datacenter was approved and conduit for \$164B in revenue each year.
- Developed and presented a \$7M internal proposal for a new Datacenter.

### NATIONAL INSTRUMENTS

1999 – 2007

#### International IT Manager, 2001 – 2007

#### Senior Network Engineer, 1999 – 2001

## EDUCATION & CERTIFICATIONS

Bachelor of Science, Computer Systems, Texas A&M University

Internal MBA, 2 Year Executive Leadership Program, Vista Equity Partners

## PUBLICATIONS

**Bloomberg News**, Cybersecurity for Law Firms and Corporate Legal Departments, 2016.

**Corporate Counsel**, The Legal Department's Role in Mitigating Data Privacy Risk, 2015.

**LegalTech**, Keynote Panelist, Optimizing Data Privacy & Protection in the Digital Age, 2015.

**The Law Journal**, A Six Step Data Privacy Program Health Check, 2015.