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## Philip Marlowe

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### TECHNOLOGY & SECURITY LEADERSHIP: CIO

**Strategic • Flexible • Results-Oriented • Entrepreneurial • Financially Savvy**

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#### ***Dynamic Technology Executive who:***

- Combines deep technical and security expertise, superior interpersonal skills, solid P&L experience, and a visionary mindset to drive dramatic, YoY business and revenue growth.
- Thrives in a wide range of environments—from startups to multibillion-dollar market leaders.
- Analyzes current and evolving market trends to develop long-term solutions.
- Leverages experience in both the consulting and end user environments to create targeted, cost effective, win / win outcomes.
- Resolves complex, long-standing, mission-critical challenges—rapidly and effectively.
- Builds profitable, successful organizations from scratch.

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### LEADERSHIP EXPERIENCE

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**STERNWOOD ENTERPRISES, VP IT, Los Angeles, CA 2015-Present**

***Recruited—by group CIO of this \$2.4B multinational conglomerate—to drive mission-critical infrastructure revisioning, to harden obsolete security posture, and to overcome silos between IT and business users to grow user satisfaction.*** Envision and execute holistic, 3-year technology strategy / roadmap to replace previous, ad-hoc, firefighting approach to support 12K+ users encompassing executive leadership, business users, engineers, and project managers. Evaluate business needs, security risks, possible outcomes, and business / technology trends. Lead team of 72 internal and matrixed contract resources in all technology operations—encompassing LAN / WAN, InfoSec Security, MPLS, Data Centers, DR, Exchange / O365, ERP / CRM, telecom, database, help desk, and portfolio of 22 third party applications. Manage \$25M annual budget.

- Cut total OpEx costs by 40%+ / \$750K YoY.
- Transformed adversarial relationship between IT and business users—growing uptime, productivity, user experience, and internal customer satisfaction.

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***Created and presented business case for major technology investment / refresh to CEO / CFO. Demonstrated business value, ROI, TCO, and security value to communicate higher cost of lost productivity versus CapEx investment. Established 3-year roadmap to fully transform technology stack and support rapid, YoY growth.***

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***Recognized mission-critical, frequently recurring multiday system downtimes impacting all users—including CEO and C-suite leadership.*** Built strategies—including full patching—to manage existing hardware and increase reliability while planning full refresh.

- Slashed downtime on 11-12-year-old end-of-life legacy hardware stack.

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***Directed \$1.2M / 8-month initial refresh of all network switches across 15 international locations.***

- Grew uptime to 99.99%—with significantly increased security—through implementation of remotely managed switches.

***Directed transition from Windows Active Directory 2003 to 2012.***

- Improved security and reduced cost by consolidating 34 servers to 12.

***Analyzed legacy LAN connecting 15 international locations.*** Renegotiated contracts and eliminated under-utilized, redundant lines.

- Cut OpEx costs by \$250K.

***Communicated increased data security—and significantly improved availability, productivity, performance, and mobility—to drive transition for end-of-life, Windows 2003 Thin Client solution to Citrix / Nutanix hyperconverged architecture.***

- At completion, solution is anticipated to raise productivity from 94% to 99.9%—through high availability, redundant architecture—with \$300K-\$500K OpEx cost reduction.

***Directed transition from on-premise Office to O365.***

- Delivered 100% email uptime—with \$100K OpEx saving.

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***Analyzed existing, chaotic end-of-life hardware—across servers, storage, and network—and determined critical absence of basic security foundation. Spearheaded implementation of 1st enterprise-wide security and governance policies / solutions encompassing information asset management, risk / vulnerability management, audit / compliance, and security awareness / training to mitigate new / existing threats. Partnered with CFO to communicate critical need to transform infrastructure / server, endpoint, and parameter security.***

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***Implemented targeted enterprise security strategies.***

- Dramatically reduced risk, grew security posture robustness, and ensured regulatory compliance.

***Currently leading deployment of Xen mobile strategy—supporting iOS and Android.***

- Solution is anticipated to grow mobility / productivity, reduce shadow IT, and improve overall security posture.

***Currently revising application security for internet-facing applications via introduction of SSL.***

- On delivery, system will ensure compliance with Microsoft and other requirements.

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**BRASHER ENTERPRISES, VP, Los Angeles, CA 2014-2015**

*Recruited to leverage extensive rolodex and establish IT infrastructure / JD Edwards practice for this startup IT Consulting services provider.* Owned full account lifecycle from sales to delivery / support. Developed cost / efficiency strategies to drive bottom-line target achievement. Established technology / application architecture / component products to accelerate new market introductions. Directed internal IT infrastructure, applications, and support. Defined Project Management Office (PMO), IT Infrastructure, Quality, Resource Management, and People Management policies.

- Grew practice from \$0 to \$5M—within year 1.

**VELMA SOLUTIONS LTD., Senior Director Delivery, Los Angeles, CA 2007-2014**

*Founded and led JD Edwards / IMS (Infrastructure Managed Services) practice.* Led team of 6 direct reports and 200 total global resources in all aspects of IMS delivery. Partnered with Sales / Account Growth teams to build account / market-specific business development strategies. Owned high visibility projects from presales through delivery. Worked closely with client leadership to design cloud services offerings / roadmap. Created multiple new product offerings—including Enterprise Application Architecture Management, Hosting Services, Service Operation Center, JDE, SaaS, and Engineering Infrastructure Management. Managed \$15M budget with full P&L.

- Drove revenue growth from \$0 to \$35M—65% YoY—while penetrating new markets.
- Delivered 40% gross margin and 31+% EBITDA.
- Grew team productivity / utilization by 41%.
- Grew JDE / IMS practice to become largest globally (determined by both TBS and THW).
- Envisioned and delivered game-changing 24 / 7 / 365 onsite / offshore model to effectively manage infrastructure for largest client.

**Program Manager 2005-2006**

- Directed 1<sup>st</sup> AsiaPac deployment—building market credibility and leading to \$4M in new revenue.

*Previous roles with Velma* include Client Manager and Senior Technical Consultant.

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### EDUCATION & CERTIFICATIONS

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MBA, UCLA, Los Angeles, CA

MSIS, UCLA, Los Angeles, CA

BSEE, USC, Los Angeles, CA

Oracle Exadata Presales Specialist

Oracle CNC Certified Specialist

PMP