

# AMRIT DEPAULO

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## Chief Technology Officer | Engineering & Platform Leadership | AI/ML Innovation

### EXECUTIVE SUMMARY

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Chief Technology Officer and engineering executive with a track record of building and scaling enterprise platforms that drive growth, operational leverage, and successful acquisitions. Led multiple companies through M&A exits by aligning architecture, security, and product strategy with business outcomes. Known for reducing infrastructure costs while materially improving delivery speed, reliability, and compliance in highly regulated environments.

Experienced in scaling and leading global engineering organizations across the US and Europe with strong retention and execution discipline. Former Gartner analyst with the ability to translate complex technical decisions into clear, credible guidance for CEOs, boards, and investors across Fortune 1000 and private equity-backed companies.

### PROFESSIONAL EXPERIENCE

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#### Chief Technology Officer

*Delos Insurance Solutions | San Francisco, CA | August 2024 to Present*

- **Architected and deployed 5 AI-powered underwriting programs** using microservices architecture, event-driven design, achieving sub-50ms policy evaluation times, and processing 100K+ daily transactions with 99.9% uptime
- **Built an engineering organization, establishing modern SRE practices** including Git workflows, infrastructure as code, comprehensive observability (Datadog, Prometheus), automated testing (85% coverage), and a hybrid onshore/nearshore model, reducing costs 40% while accelerating velocity 2x
- **Engineered an automated regulatory compliance system** integrating requirements using real-time verification APIs and event-driven workflows, reducing the quote-to-bind cycle <5 minutes with 100% compliance accuracy

#### Vice President, Engineering

*CyberCube | San Francisco, CA | December 2020 to August 2024*

- **Reduced infrastructure costs 75% while improving performance 3x** through cloud-native refactoring (AWS), intelligent caching (Redis, CloudFront), database optimization (PostgreSQL partitioning, Redshift), serverless computing, and automated resource scaling supporting 500% customer growth
- **Scaled global engineering from 20 to 65 engineers**, establishing an Estonian technical hub (60% of team), implementing agile practices, modern DevOps (GitLab CI/CD, Kubernetes), comprehensive monitoring (Datadog), maintaining 95%+ retention through technical excellence programs and strong engineering culture
- **Architected API-first platform with sub-200ms response times** using microservices (Node.js, FastAPI), GraphQL APIs, event-driven architecture, enabling third-party integrations and reducing time-to-insight from days to minutes for Fortune 500 customers

#### Chief Product Officer

*Skybox Security (acquired by AlgoSec) | San Jose, CA | January 2017 to November 2020*

- **Led technical advisory engagements** with 30+ Fortune 500 CISOs, developing a multi-year product strategy, and increasing win rates by 45% through customer advisory board insights.
- **Drove product vision for AI-powered threat intelligence**, reducing false positives by 70% and improving risk prioritization by 50% through customer validation, iterative feature development, and continuous feedback loops with Fortune 500 security teams
- **Drove SaaS transformation strategy** through market analysis, identifying \$200M+ SMB opportunity, customer segmentation, pricing strategy development, enabling new market entry that created the foundation for AlgoSec acquisition

#### Chief Technology & Product Officer

*CloudPassage (acquired by Fidelis) | San Francisco, CA | July 2013 to January 2017*

- **Built first-to-market container security solution** for Docker/Kubernetes workloads, implementing real-time vulnerability scanning, compliance automation, automated remediation, establishing market leadership, and driving 180% YoY revenue growth

- **Scaled global engineering team 200% (15 to 45 engineers)** across the US and Europe, implementing modern development practices (agile, scrum, DevOps), establishing technical recruiting pipeline, maintaining sub-30-day sprint cycles with consistent velocity
- **Established API-first architecture** as go-to-market strategy, building 50+ RESTful endpoints with OpenAPI documentation, Python/Ruby/JavaScript SDKs, and webhook frameworks. Designed and implemented NoSQL (Cassandra) and stream processing (Kafka) for extremely high-volume data transactions.

### CTO Endpoint Security & Emerging Technologies

*IBM Security | San Francisco, CA | July 2010 to July 2012*

- **Technical due diligence of Q1 Labs (QRadar) acquisition**, performing architecture assessment, due diligence, and integration planning, resulting in IBM's dominant SIEM platform generating \$1B+ annual revenue,
- **Established IBM's Product Security Solutions Group**, defining technical architecture for cloud security, mobile device management, IoT security platforms, and implementing security-first development practices across the IBM Software portfolio
- **Drove technical strategy for emerging technologies**, including data analytics platforms, cloud computing security, mobile security architecture, and IoT security frameworks, establishing IBM's technical leadership position

### Chief Technology Officer

*IBM BigFix (acquired from startup) | Emeryville, CA | January 2007 to July 2010*

- **Scaled platform from 50,000+ enterprise customers, and expanded product suite from 5 to 18 integrated application** architecting high-performance distributed systems handling 10M+ endpoints, implementing intelligent agent technology, real-time reporting, achieving sub-second response times at global scale
- **Built a technology partner ecosystem**, developing SDKs, integration frameworks, and technical documentation, enabling IBM, Trend-Micro, and FiberLink MaaS 360 (acquired by IBM) partnerships, generating 20% of revenue and attracting IBM as a strategic acquirer
- **Architected a compliance automation platform contributing 30% of revenue**, implementing automated policy enforcement, real-time compliance monitoring (PCI, HIPAA, FISMA), audit reporting, becoming a strategic differentiator, leading to IBM's acquisition

### ADDITIONAL TECHNICAL LEADERSHIP

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**Technical Advisor** | EvengX (acquired by SecureSky) | San Francisco, CA | 2016-2018 | Led ML-based cloud security platform architecture

**Board Technical Advisor & Interim CTO** | Lancope (acquired by Cisco) | Alpharetta, GA | 2013-2014 | Network behavioral analytics platform optimization

**CTO & SVP Product** | Quantivo (acquired by TransUnion) | Emeryville, CA | 2012-2013 | Risk analytics platform development

**Board Technical Advisor** | Watchfire (acquired by IBM) | Greater Boston Area | 2006-2007 | Web security platform architecture

**VP / Research Director, Information Security and Risk** | Gartner, Inc. | San Jose, CA | 2004 – 2007 | Enterprise technology research and advisory services

**Senior Director, Engineering** | nCircle Security (acquired by Tripwire) | San Francisco, CA | 2001-2004 | Vulnerability management platform

**Senior Director, Engineering** | McAfee Associates | Santa Clara, CA | 1994-2001 | Antivirus engine and core network security products

### LOCATION & AVAILABILITY

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San Francisco Bay Area | Open to Board roles, Advisory services, and Fractional C-Suite engagements