AMRIT DEPAULO

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

EXECUTIVE SUMMARY

Transformational CTO specializing in modern platform architecture and engineering excellence, developing enterprise solutions for Fortune 500 organizations in highly regulated industries. Led multiple companies through successful M&A exits by architecting scalable, acquisition-ready platforms that deliver strategic value. Expert at reducing infrastructure costs significantly while accelerating delivery velocity through cloud-native architecture, API-first strategies, AI/ML integration, and modern DevOps practices. Scaled global engineering organizations 200%+ across three continents while maintaining technical excellence and 95%+ retention. Former Gartner analyst with proven ability to translate complex technical strategies into business value for C-level audiences. Expert in governance & security frameworks, and addressing compliance initiatives for PCI, HIPAA, GDPR, FISMA, FedRAMP, and SOC 2 compliance requirements.

TECHNICAL EXPERTISE

- **Cloud & Infrastructure:** AWS, Azure, GCP | Kubernetes, Docker, Lambda | Microservices architecture | Event-driven systems | Infrastructure as Code | Cost optimization | Security & Compliance | Disaster recovery & high availability
- **AI/ML & Data:** RAG architecture & vector databases | LLM integration (Claude, Bedrock) | ML model deployment | Inference API deployment (Lambda, SageMaker) | PostgreSQL, MySQL, MongoDB, Redshift, Cassandra | Stream processing (Kafka)
- **API Platform & Strategy:** REST, GraphQL, gRPC protocol design | OpenAPI/Swagger specification | SDK development | Webhook architecture | API security & authentication | Rate limiting & throttling strategies
- **Engineering Excellence:** DevOps & SRE practices | CI/CD automation | GitOps workflows | Observability & monitoring | Performance optimization | Security-first development | API-first architecture
- **Development Stack:** Python, JavaScript, TypeScript, Node.js | FastAPI, React | RESTful & GraphQL APIs | Message queuing (Kafka, RabbitMQ) | Caching strategies (Redis, Memcached)
- **Leadership:** Enterprise technical advisory | C-level presentations | Pre-sales technical consultation | Engineering metrics & KPIs | Global team scaling | M&A technical integration | Cross-functional collaboration

KEY TECHNICAL ACHIEVEMENTS

- **Architected platforms for multiple successful M&A exits** by building scalable, secure, well-documented platforms that reduced technical due diligence time by 60% and increased acquisition valuations
- **Developed 500+ production API endpoints** across REST, GraphQL, and webhook protocols, serving 100M+ daily requests, processing 40M+ transactions with 99.9%+ uptime.
- **Enabled 100+ 3rd party integrations** across cybersecurity, finance, insurance, and enterprise ecosystems, generating 20-30% of revenue through API-driven partnerships.
- **Reduced infrastructure costs 75% (from 45% to <10% of revenue)** at CyberCube through AI-driven optimization, cloud-native refactoring, automated scaling, and intelligent caching while improving performance 3x and supporting 500% customer growth.
- **Deployed 5 AI-powered insurance programs generating $135M+ in GWP** at Delos Insurance Solutions using modern ML pipelines, real-time risk models, event-driven microservices, and sub-50ms API response times, handling 100K+ daily transactions.
- **Scaled global engineering teams 200%+ across three companies** while implementing modern DevOps practices, establishing technical excellence programs, and maintaining 95%+ employee retention through a strong engineering culture.
- **Led technical advisory engagements** with 150+ Fortune 500 enterprises on technical strategy, security architecture, and digital transformation, directly influencing $50M+ in contract value through C-level presentations and technical workshops.

PROFESSIONAL EXPERIENCE

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 2018 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

- **Led technical integration 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 Security 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 15-20% 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

CTO & 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 Engineering | 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 security products

LOCATION & AVAILABILITY

San Francisco Bay Area | Open to remote opportunities | Available for immediate start