

STEPHEN DeWITT

TRANSFORMATIONAL CEO | BOARD DIRECTOR | VALUE CREATION PARTNER

EXECUTIVE PROFILE

Transformational CEO, board director, and technology operator with 30+ years of experience building, scaling, repositioning, and creating enterprise value across venture-backed, private equity-backed, public, and founder-led companies. Repeatedly recruited at critical inflection points—from startup and growth-stage scaling through IPO, acquisition, turnaround, and enterprise transformation.

Combines deep operating leadership with a founder-builder mindset and broad P&L experience spanning product, engineering, go-to-market, strategy, and operations. Trusted partner to founders, boards, and investors with a track record of building leadership teams, aligning capital and strategy, establishing repeatable enterprise growth engines, and translating technology innovation into measurable customer and shareholder value.

SELECTED CAREER HIGHLIGHTS

- Led Cobalt Networks through its Series B and C financings, historic IPO, and subsequent \$2B acquisition by Sun Microsystems.
- Led WorkMarket through its Series C financing and subsequent acquisition by ADP.
- Raised \$245M in new capital for CloudBees at a \$1.1B valuation and oversaw multiple acquisitions.
- Created and led Cisco's Network Management Business Unit; member of the executive staff reporting to the CEO.
- At Hewlett-Packard, led the company's largest revenue-generating business (\$18B) across the Americas before assuming broader global leadership responsibilities.
- Formed Symantec Canada and later played a critical role on Symantec's executive staff during a period of hypergrowth, multiple acquisitions, and market consolidation.
- Built and scaled market-leading platforms, led strategic pivots and operating turnarounds, and created significant value for customers, shareholders, employees, and partners.

PROFESSIONAL EXPERIENCE

MindBridge Analytics | Ottawa, Ontario, Canada

Jan 2024 - Apr 2026

Chief Executive Officer

- Repositioned the business beyond audit, driving a focused transition into the enterprise market.
- Recruited and hired the CGO, CPO, and other critical roles; reorganized the founding team and development focus.
- Closed the largest deal in company history with KPMG and the largest enterprise deal with Chevron.
- Drove 200%+ annual enterprise revenue growth through lighthouse customer engagement.
- Exceeded operating plans and key metrics.

CloudBees | San Jose, California

Feb 2021 - May 2022

Chief Executive Officer

- Raised a \$100M Series F at a \$1.1B valuation and restructured \$100M in debt, enabling the M&A and innovation roadmap.
- Accelerated ARR growth and expansion among major customers.
- Recruited and hired the CTO, CFO, and numerous members of the executive team.
- Evolved the operating model and structure for a fully remote, 500-person team across 19 countries.
- Drove multiple acquisitions in support of future product and platform innovation.

Automation Anywhere | San Jose, California

Sep 2019 - Jan 2021

Chief Strategy Officer

- Reported to the CEO; led strategy, corporate development, M&A, board relations, and corporate planning.
- Recruited by investors to significantly mature the company's back-office operating functions.
- Implemented operational standards, processes, and operating checkpoints to improve efficiency.

WorkMarket | New York, New York

Dec 2014 - Jul 2018

Chief Executive Officer

- Recruited by investors at Union Square Ventures and SoftBank to turn around an early-stage workforce automation platform.
- Recruited and hired the entire leadership team, transformed the existing team, and built leveraged operations in Canada.
- Raised Series C, adding Accenture and Foundry Group to the investor base.
- Won lighthouse customers and partners, establishing a repeatable enterprise GTM motion.
- Led the strategic process culminating in ADP's acquisition.

Hewlett-Packard | Palo Alto, California

Mar 2008 - Oct 2013

Senior Vice President & General Manager

- Led the Personal Systems Group in the Americas, HP's largest revenue-generating division, with \$18B in revenue across 40 countries.
- Served as host executive for the Global Solutions Partner Organization, leading 80K HP partners across the portfolio.
- Delivered dramatic improvements in growth, operating profit, cash flow, market share (17-point gain), and the overall operating posture of the PC business.

- Led webOS R&D following the acquisition of Palm; the business was later divested to LG.
- Led Global Enterprise Marketing for HPE as the company prepared to split.

Azul Systems | Mountain View, California

Oct 2002 - Feb 2008

Chief Executive Officer & Chairman

- Co-founder; led Series A, B, and C financings.
- Recruited and hired executive, technical, and GTM teams.
- Pioneered a high-density processor designed as a precursor to the GPU.
- Drove lighthouse customer engagement, first sales, and expansion to \$20M in ARR.

Sun Microsystems / Oracle | Menlo Park, California

Dec 2000 - Apr 2002

Vice President & General Manager - Content Delivery and Edge Computing

- Led Edge Server, Wireless, Networking, and Content Delivery businesses totaling approximately \$250M.
- Led Sun Linux hardware initiatives.
- Led post-acquisition integration following the Cobalt merger.

Cobalt Networks | Mountain View, California

Feb 1998 - Dec 2000

Chief Executive Officer

- Recruited by TechFarm to join a match-made founding team.
- Led the company through its Series B and C financings and subsequent historic IPO.
- Recruited and hired the entire executive management team.
- Drove extensive global partnerships to establish the brand and first-mover advantage.
- Led the entire M&A process culminating in a \$2.1 billion merger with Sun Microsystems.

Cisco Systems, Inc. | San Jose, California

Jan 1996 - Feb 1998

Vice President & General Manager - Enterprise Network Management Business Unit

Vice President - Enterprise Marketing

- Recruited by and reported to the CEO; member of the Executive Staff.
- Responsible for technical, product, and cross-Cisco solutions marketing.
- Created and led Cisco's Network Management Business Unit.

Symantec Corporation | Cupertino, CA / Toronto, ON

Mar 1990 - Jan 1996

Vice President of Worldwide Marketing

General Manager, Symantec Canada

- Recruited by and reported to the CEO; member of the Executive Staff.
- Responsible for all aspects of marketing on a global basis.
- Led internal "From Day One" initiatives supporting multiple concurrent acquisitions.
- Led the formation of Symantec Canada and staffed the full country operation.

Corporate Software Canada Ltd. / Corporate Software Inc. | Toronto, ON / Boston, MA

May 1988 - Mar 1990

Product Manager; Canadian Marketing Manager

RECENT BOARD & ADVISORY EXPERIENCE

Witt's End Strategic Advisory | Dublin, Ohio

Nov 2013 - Present

Founding Partner

- Advises leaders and organizations on strategy alignment, leadership, execution, and enterprise value creation.

Silicon Valley Executive Network | Los Altos, California

Apr 2019 - Present

Director

Always Art | Woodside, California

Jun 2022 - Present

Director

Apply Board | Kitchener, Ontario, Canada

Jun 2023 - Jun 2025

Director

EDUCATION

Babson College - Wellesley, Massachusetts | Bachelor of Science, Finance and Economics | Varsity Golf

Western Reserve Academy - Hudson, Ohio | College Preparatory Boarding School

ADDITIONAL

LinkedIn: www.linkedin.com/in/stephendewitt | **Advisory:** www.wittsend.us