

Paul M. Moriarty

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October 2008 to October 2011: President and Founder, Umbra Data, Inc., San Jose, CA - Founded startup company to eliminate the threat of botnets to the Internet.

- Developed business plan, pitch deck, product offerings, technical architecture, strategy, messaging, and branding.
- Raised \$1.5 million from angel investors.
- Managed all operations.
- Recruited, hired, and managed staff of 13.

March 2008 to October 2008: Director, IT Services & Infrastructure, Blue Coat Systems, Sunnyvale, CA - Led global IT operations staff of 21 with a focus on integrating the Packeteer acquisition.

October 2005 to October 2007: Director, Internet Content Security, Trend Micro, Inc., Cupertino, CA - Pioneered entry into new market by leading a team chartered with developing anti-botnet strategy and rapidly delivering related products to market for 3000-employee, multinational organization. Responsible for 5 direct reports and management of \$4 million budget focused on establishing market leadership.

- Conceived and delivered first-of-kind, anti-botnet security product protecting end-users of ISP's, large enterprises and universities. Followed up with second product protecting the organizations from infected end-users.
- Supported sales team by meeting with large customers and collaborating on product requirements to facilitate customer acceptance.
- Conceptualized and refined technology vision for corporate product strategy as member of global, cross-functional team.
- Evangelized on severity of emerging Internet threats to customers, press, and analysts, establishing Trend's position as a thought leader in botnet threat protection. 'Top 5' press spokesperson for company.

November 2002 to October 2005: Senior Director (CIO), Global IT, Cellon, Inc., San Jose, CA - Led, mentored and coached the worldwide IT group, ensuring core competencies were maintained to support this 900-employee, multinational company. Responsible for 5 direct reports and \$7 million budget, with focus on continually identifying ways to control operating expenses.

- Maximized performance and productivity by outsourcing IT for France Business Unit. Reduced annual IT expenses by \$2.2 million (57%) while simultaneously refreshing all desktop and server infrastructure.
- Revamped and streamlined global business processes by deploying Oracle (PeopleSoft) ERP solution resulting in unified view of vital financial information, labor costs, and resources; faster and more complete reporting; and better management of the employees.
- Enhanced visibility across engineering project portfolio by implementing Agile Product Lifecycle Management system, globally bridging development and operations, and delivering current and consistent BOM data to all business units.
- Increased productivity of software development group over 300% by re-architecting compilation and version control environments.

October 2001 to September 2002: Entrepreneur, Sanlight, Inc., San Jose, CA - Collaborated on early-stage startup targeting real-time, enterprise, data protection market. Defined product requirements.

May 2000 to May 2001: Senior Vice President and CIO, Metromedia Fiber Network, San Jose, CA - Led

implementation of key IT initiatives involving development of architecture, application framework, and implementation roadmap for global ERM. Focus on leveraging firm's commitment to technological leadership with long-term strategic planning and short-term operational implementation. Managed 100 staff and \$21 million budget within 2,000-employee organization.

- Led multi-site architecture strategies and deployment plans. Orchestrated IT integration of four separate business units' platforms, databases, and constituents into a centralized model. Standardized business processes and defined interrelationships between corporate applications, while instilling synergy and common focus among senior management in business units. Implemented Great Plains financial system globally, providing more effective and accurate executive decision-making.
- Improved availability and performance of customer support. Developed and deployed Remedy CRM for customer hosting and managed fiber services, providing employees with information and processes necessary to effectively build relationships between the company and its customer base.
- Reduced telecomm costs \$6.5 million annually by developing telecomm cost recovery and cost management practices.

June 1996 to May 2000: Partner (Vice President), Administrative Operations, USWeb/CKS, Santa Clara, CA -

Responsible for Purchasing, Facilities, Travel, and Telecommunications teams across 35 business units (4,500 total employees). Managed 20 staff and \$43 million budget focused on improving operational cost effectiveness by converting financial operations to a centralized model.

- Built highly efficient, best-in-class operation using balanced scorecard methodology. Delivered over \$7 million in savings through: (i.) establishing corporate computer standards and negotiating favorable supplier contracts, (ii.) consolidating and negotiating long distance telecomm into a single global contract, (iii.) selecting and deploying Concur corporate expense management application.
- Led major office space acquisition project. Selected locations and negotiated leases at below market rents for two buildings in NYC totaling 375,000 square feet. Negotiated tax concessions from state and local governments.

Director, Information Services - Provided strategic, tactical, and administrative oversight and direction for team including: evaluation of new products, recommending solutions to meet evolving business needs, and technology procurement.

- Key projects: (i.) selected and implemented Epicor (Platinum) financial system, (ii.) designed and deployed several workflow-enabled corporate intranet applications, (iii.) transitioned proprietary Project Costing system from MacOS to Windows.
- Reduced G&A expenses \$1.8 million annually by assessing operational costs and negotiating global contracts with key suppliers.

Early Career:

October 1995 to June 1996: Director, Operations, MPATH Interactive, Cupertino, CA

December 1991 to October 1995: Manager, Engineering Computer Services, Cisco Systems, San Jose, CA

December 1988 to November 1991: Senior Systems Administrator, MIPS Computer Systems, Sunnyvale, CA

July 1983 to December 1988: UNIX Systems Administrator, Brandt Electronics, Mountain View, CA