



# JEFFREY BROWN

TECHCXO PARTNER - FRACTIONAL CTO



## RELEVANT EXPERIENCE

I specialize in fractional CTO engagements, enterprise architecture, and technology transformations. I translate complexity into clarity, lead SaaS modernization, scale global engineering teams, and deliver multimillion-dollar initiatives across industries and domains. His roles include:

### Fractional CTO – Revalgo

Guided technology strategy and leadership for an AI-driven sales order automation platform, aligning SaaS development with enterprise growth objectives. Executed long-term architecture strategy and operational scaling while delivering core product initiatives on schedule and within budget.

### Fractional CTO – White Star Software

Brought technology strategy and product innovation for ProTop, an OpenEdge monitoring and alerting platform. Led engineering leadership transformation, drove product-led growth initiatives, and executed their next-phase technology vision while overseeing strategic development partnerships.

### Fractional CTO – Pick My Brain

Led platform architecture, product roadmap, and cloud operations for the world's first knowledge marketplace. Implemented AI/ML capabilities, supported investor relations, and mentored engineering leadership to ensure technology scaled with rapid growth.

### VP, Architecture & Technology – Unilog

Restructured a 250+ person engineering organization, unifying teams across two cities and modernizing core applications. Partnered with executives and Board to align technology investments with strategy and reduce technical debt to improve SaaS operations.

### Director of Development & Enterprise Architect – Infor

Led product development and enterprise strategy over two decades, building new revenue streams through product innovation. Migrated ERP solutions to multi-tenant cloud architecture, streamlined upgrade cycles, and directed global teams including architecture, QA, DevOps, and support functions.

## PERSONAL STATEMENT

Simplify complexity allowing people to get the most from technology.

This philosophy has guided my 30-year career leading engineering teams, scaling SaaS platforms, and guiding organizations through digital transformations. I've sat in just about every seat: developer, architect, VP, and Fractional CTO. What remains consistent is my ability to connect strategy with execution, ensuring ambitious ideas translate into measurable results.

I drive businesses to operational efficiency, lead culturally diverse global teams, and oversee multimillion-dollar initiatives while maintaining quality standards and staying on budget. In any day, you may find me discussing architecture with engineers or strategizing technology investments with the board.

Every team deserves clarity, trust, and leadership that inspires their best work. When your passion aligns with your work, it becomes deeply rewarding.

## PRACTICE FOCUS

### Product Development & Delivery

- Architecture & DevOps
- Agile Coaching
- Quality Assurance
- Product Management
- Product-Led Growth
- Software Development
- SDLC Optimization
- UI/UX Design

### Technology Strategy & Management

- Technology Strategy & Leadership
- Organizational Design
- Program Management
- Artificial Intelligence
- Cloud Migration
- Team Scaling

### Diligence & Assessments

- Tech Due Diligence
- Cloud Readiness Assessment
- Technology Assessments

## SECTOR EXPERIENCE

### Commercial Products (B2B)

- Building Products & Materials
- Distribution & Wholesale
- Commercial Electrical Equipment
- Professional Services
- Education & Training

### Technology & Software

- SaaS Platforms
- Enterprise Applications
- Enterprise Resource Planning (ERP)
- Scalable Architecture
- Business Intelligence & Analytics
- Database & Information Systems
- Workflow & Automation

## LEADERSHIP & MENTORING

- Speaker at 30+ conferences and podcasts on architecture and innovation
- Coached startup founders, Fortune 100 executives, and Harvard Business School students
- Recognized thought leader in software architecture and digital transformation