

Percy Rotteveel
720 Bair Island Road, Apt. 302
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SYNOPSYS – SOFTWARE INTEGRITY GROUP, CA UNITED STATES

Synopsys, Inc. (Nasdaq: SNPS) is the Silicon to Software™ partner for innovative companies developing the electronic products and software applications we rely on every day. As the world's 15th largest software company, Synopsys has a long history of being a global leader in electronic design automation (EDA) and semiconductor IP and is also a leader in software quality and security testing with its Coverity® solutions.

With its flagship acquisition of Coverity and more recently the acquisition of Codenomicon, our Software Integrity group is changing the way companies develop software. For years' companies and consumers tolerated software that was full of functional defects and security holes. In today's world, this is no longer acceptable.

VICE PRESIDENT – GLOBAL SERVICES AND SUPPORT

September 2015 – Present

Percy is an International Accomplished Executive with exceptional experience in the Software Integrity industry, including Security, Quality, Privacy, and Safety.

He is respected for delivering comprehensive business solutions, growing and retaining the customer base, partnering with sales and delivery teams to provide optimal performance while exceeding revenue and margin goals.

Percy leverages his wide-ranging Professional Services background and business acumen to produce outstanding results.

He has an excellent reputation as a leader of high-performance teams with a track record of consistently delivering on business commitments within a global corporate environment.

Percy is recognized for a high integrity, people-focused, and results-oriented approach.

Percy has built out a successful Global Services and Support organization in the Software Security industry from 90+ to 150+ people, which lead to:

- Increased year-over-year growth for Professional Services by 100%.
- Increased customer satisfaction for Technical Support from by 100%.
- Reduced attrition rate, from 25% to 10%.
- Increased product renewal rate, from 70% to 85%.
- Average consultant utilization rate, from 65% to 85%
- An additional \$15m revenue through additional services.

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HP ENTERPRISE SECURITY PRODUCTS – FORTIFY, NS CANADA

November 2008 – August 2015

HP ESP – HP/Fortify is a leader in the fast-growing software security market. Its Business Software Assurance products and services protect companies from the threats posed by security flaws in business-critical software applications. Combining deep software security expertise with extensive software development experience, HP/Fortify Software has defined the market with award-winning application security software solutions that span the software development cycle.

CHIEF SERVICES STRATEGIST

July 2013 – August 2015

Within the HP ESP – Solutions and Innovations Engineering team, Percy is responsible for the increase in the revenue and reputation of HP Fortify Professional Services by:

- Providing technical oversight on strategic delivery projects as needed by the Services business.
- Providing Sales support on strategic opportunities as needed by the Services business.
- Providing strategic direction, developing, and coordinating the delivery of the internal enablement program.
- Engaging with the broader technical community to define and develop best practices and incorporating them into the Services delivery methodology.
- Assisting in the development of new services offerings by defining the necessary components (technical, functional, operational) and supporting architectures.
- Leading the testing and evaluation activities of new products and releases, assessing impacts to existing offerings, and providing the broader Services team the necessary education for successful deployment and configuration.
- Engaging with the Product management and Engineering teams to help optimize the product roadmap based on customer feedback and field experiences.
- Serving as an advisor to Education to help ensure the appropriate courses are developed and the curriculum meets customer needs.
- Engaging with the Services Channel Director to ensure the partner enablement program meets its goals and objectives from a technical enablement aspect.
- Supporting Pan-HP initiatives and integrations.

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DIRECTOR SOFTWARE SECURITY SOLUTIONS

November 2012 – June 2013

As the Director of Software Security Solutions, Percy was responsible for customer success through the successful design and implementation of software security solutions, improving the security posture of customer software applications.

Specific responsibilities:

- Enabling HP Fortify Professional Services to deliver Fortify software security solutions.
- The packaging of software security solutions to extend the portfolio for the Fortify Sales Force and to increase the delivery capabilities of Professional Services.
- Cross-organization collaboration enabling professional services to effectively and efficiently alleviate any product-related challenges the internal organization and customers may face.
- Responsible for the development of senior consultants.

PRACTICE PRINCIPAL

June 2012 – October 2012

MANAGING CONSULTANT

November 2010 – May 2012

SENIOR SOFTWARE SECURITY CONSULTANT

October 2008 – October 2010

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MACRO VISION, UNITED KINGDOM

February 2007 – September 2008

TECHNICAL ARCHITECT

ONLINE BUSINESS SYSTEMS, AB CANADA

October 2005 – January 2007

SENIOR SOLUTION ARCHITECT

ROTTEVEEL AND PARTNERS INC., AB CANADA

June 2003 – September 2005

FOUNDER AND CEO

ENTRUST, ON CANADA

August 2001 – April 2003

SENIOR SYSTEMS ARCHITECT

ENTRUST, UNITED KINGDOM

SOLUTION ARCHITECT

January 2000 – August 2001

ORIGIN - BV, NETHERLANDS

SYSTEMS ANALYST

August 1997 – January 2000

NEDAP - NV, NETHERLANDS

SOFTWARE ENGINEER

June 1994 – August 1997

RUTTCHEN – BV, NETHERLANDS

SOFTWARE ENGINEER

June 1990 – June 1994

EDUCATION

BSc Degree: Bachelor of Technical Computer Sciences – Haarlem, The Netherlands

CERTIFICATIONS

CISSP (2013/06)

CSSLP (2013/10)

CISM (2014/09)

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AWARDS

Most Valuable Participant (2013/07)
Leading the Way award (2013/10)