

Kirby Winters

TechCXO Partner - Product & Technology; Fractional CTO, CiSO



CONTACT DETAILS

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RELEVANT EXPERIENCE

Kirby is a veteran technology executive with a unique combination technology expertise and business acumen. He is also a technology thought-leader, with in-depth working knowledge of privacy, security, and technical architecture.

A founder of multiple startups, and technology leader, Kirby helps companies scale via technology product management and operations; information security certifications and stewardship; web and mobile app product design, architecture and management.

Among Kirby's career highlights, he has served as: **President and CEO, Winter Media**, a technology communications advisory firm providing strategic direction and systems management services.

As **Co-Founder, COO and Chairman of Solar Velocity**, he managed the infrastructure, software development and information security teams providing enterprise class solutions for clients across many industries. Kirby also was responsible for daily operations of HR, technology and development implementations. Under his management leadership, the business grew from a basement start up to a thriving business of 11 years. Solar Velocity successfully was sold in 2011.

For **The Bankers Bank**, Kirby was responsible for banking systems infrastructure, information security and software enhancements and the implementation of disaster recovery systems.

EDUCATION

Emory University

Goizueta Business School

PERSONAL STATEMENT

I find fulfillment in assisting organizations thoughtfully apply technology to solve strategic business problems. Helping an executive team put a strategy in place that can be implemented and proven from early inception through completion is a challenge that I have enjoyed my entire career.

I also enjoy leading information security initiatives from years of experience to scale operations, reduce IT security budgets, insurance premiums and mitigate potential litigation and customer defection.

PRACTICE FOCUS

PRODUCT & TECHNOLOGY

- Interim/Fractional CTO, CIO
- IT Board Advisor
- Technology Due Diligence
- Technology and Development Process Assessment
- Turnaround
- Security and Compliance
- Requirements and User Stories
- Product Development and Delivery
- Agile Methodologies & Coaching
- Product and Service Positioning

SECTOR EXPERIENCE

IT TECHNOLOGY, SERVICES AND SOFTWARE

- IT Consulting & Outsourcing
- Systems and Information Management
- Application Software
- Automation/Workflow Software
- Big Data
- Entertainment Software
- Internet Software
- SaaS
- Security Software
- Vertical Market Software

MEDIA

- Information Services & Publishing
- Movies, Music & Entertainment

RETAIL, RESTAURANTS & HOTELS, APPAREL, ACCESSORIES & CONSUMER DURABLES (B2C)

- Fashion, Clothing, Footwear
- Internet Retail
- Restaurants, Hostels & Leisure

FINANCIAL SERVICES

- International Banks
- Life & Health Insurance
- Drug Discovery
- Pharmaceuticals Manufacturing

HEALTHCARE

- Practice Management

SUBJECT MATTER EXPERTISE

Kirby created TechCXO's Chief Information Security Officer (CiSO) As a Service offering. He is a thought-leader and frequent writer on topics related to Information Security, particularly as it relates to the Payment Card Industry, HIPAA, GLBA (banking) CFPB (finances and insurance), SEC and FINRA (Financial Services/Registered Investment Advisors).

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