

CHRIS G. BARBIN

www.chrisbarbin.com | [@c_barbin](https://twitter.com/c_barbin) | chris@chrisbarbin.com |
[linkedin.com/in/chrisbarbin](https://www.linkedin.com/in/chrisbarbin)
Winnetka, IL | Green Lake, WI

Proven entrepreneur, CEO, senior executive and board member with over 25 years of experience that spans multiple public companies (GWW, WEBM, BORL, WIT), an IPO lifecycle (WEBM), bootstrapping, founding and exiting a cloud start up for \$500M+ (Appirio) and most recently investing and operating as an angel, a venture capitalist (GGV) and private equity advisor (Apax).

AREAS OF PERSONAL STRENGTH AND PASSION

- Corporate Culture & Team Building | Recruiting & Growing Entrepreneurs
- Global Scale - Diversity, Offices, Virtual
- M&A - Tuck-ins, Large Scale, Private to Private, PMI management
- Corporate Governance - board recruitment, management, leadership
- Business Development - GTM, partnerships | alliances, fundraising

2018- PRESENT: BOARD & VENTURE/PE PHASE: GGV | APAX | TRACTION | BATES | ANGEL

- GGV Venture Partner - partner with CEOs to help accelerate operational scale. Facilitate CEO roundtables and events for GGV. Key focus areas: enterprise software, SMB tech, cloud. Targeted engagement with Plushcare, Zylo, Handshake, Electric, Workdboard, Slice
- Chairman Traction on Demand - supported PE fund raise, scaling up \$100M business growing at 50%. Spinning off multiple product companies and supporting follow on funding rounds and partnership efforts with CRM
- Bates College - 4 years into 10 year term, Co-Chair Advancement Committee through \$300M campaign, lead / architect / on-going mentor - Bobcat Ventures, annual student run venture competition, sit on infrastructure, budget and finance and admissions committees.
- Active angel investor in ~8 start ups in areas that include e-commerce, craft beer, financial services, gaming, education & healthcare

2006 - 2018: ENTREPRENEURIAL SCALE-UP PHASE: APPIRIO | WIPRO

- Formulated idea, business plan and bootstrapped to \$10M of revenue as Co-Founder & CEO. Seed investment by CRM and group of angels, followed by Sequoia (Goetz), GGV (Richards), GA (Reiner). Raised \$110M with an exit of \$525M & remained CEO throughout. Ranked #1 Global Boutique SI of CRM for 5 years. Multiple best employer awards over 10 years
- Business operated in 6 global markets, 1,250 employees at exit @ \$175M of revenue
- Completed 7 acquisitions - 2 tuck ins, 2 regional expansions, 2 service line extensions and 1 strategic 'swing for the fence' (Topcoder). Personally navigated the sale to Wipro in 2016 leveraging Morgan Stanley & William Blair; ran all post merger integration efforts

- Chief Culture Officer @ Wipro 2018 - rolled out 6 culture catalyst programs to multiple divisions (40K employees). Direct report / advisor to CHRO responsible for 180K employees

1999-2006: ENTERPRISE SOFTWARE & PUBLIC CO. PHASE: WEBMETHODS | BORLAND

- Joined WEBM in the startup phase (75 employees), through IPO as global head of services / post sales / education up through 1,000+ employees and \$200M+ of revenue.
- Managed ~\$100M P&L across professional services, maintenance and education / training. Played key role in \$1.9B Active Software acquisition and integration efforts
- Helped manage team and company through bubble burst phase - rationalizing team, offerings and customer churn. Partnered with leading GSIs to help scale offerings and sales efforts
- SVP Services at Borland managing \$150M consulting, maintenance & education services P&L. Lead on all customer facing issues (1K+) and supported all developer community efforts (1M+)
- Lead on \$100M acquisition of Segue Software. Managed entire post merger integration, all work streams and the onboarding of all Segue employees, systems, processes. Became Global CIO and lead effort to migrate 8 data centers and 1,000+ applications largely onto Salesforce.com and other cloud based systems (2005)

1993 - 1999: LEARNING PHASE: MEDICON | WW GRAINGER

- Supply chain & MRO consultant to Grainger's Fortune 100 customer base. Supported efforts within Grainger and across their top customers to streamline MRO procurement processes, optimize inventories and rationalize their supplier communities and pricing.
- Supported the development and eventual launch of Grainger.com - one of the first anchor tenants of B2B e-commerce. Evangelized the use and adoption directly at customers and via partnerships with Ariba, CommerceOne, Covisint and others. Today Grainger.com represents nearly 60% of WWG \$11B in annual sales.
- Client Development coordination at Medicon - a pioneer in healthcare and capitated radiology networks. Provided business development, financial modeling and proposal support services

EDUCATION:

- Bates College, Lewiston ME - BA | Political Science
- University of Sussex, Brighton England - JSA

PHILANTHROPIC THEMES & PERSONAL INTERESTS:

- Education (Bates | Butler | Maine Ocean School), Global Homelessness (NewStory) & Open Space / Conservancy Related efforts & organizations
- Family adventures, gravel biking, kayaking, wakesurfing, fishing, boating, global travel & entrepreneurial coaching