

ANITA D'AMICO, PHD

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SENIOR EXECUTIVE | STRATEGY | TECHNOLOGY | R&D

Transforms Complex Concepts into Fundable Business / Clarifies Vision & Roadmap

Business executive, strategist, board member and researcher who drives enterprise innovation and growth. Energized by envisioning future solutions or states, creating roadmaps, communicating ideas, and launching teams to bring the vision to life across large companies, small businesses, and in diverse domains like software security, cybersecurity, and aerospace.

Delivers the mentality and energy of a founder, the detailed focus of a researcher, the human insight of a psychologist, and the communication skills of a seasoned executive. Adept at starting with ambiguous ideas and talents, then crafting them into a coherent structure dedicated to achieving a common objective. Areas of expertise include:

- **Executive Leadership:** Vice President of \$5B public company; Founder and CEO of an application security startup; Founding Director of a cybersecurity division of a software company that grew to bring in 50% of revenue.
- **Strategy:** Business vision and roadmap for attaining domain excellence. Developed first Northrop Grumman information warfare strategy, Applied Visions' classified research strategy, and Synopsys' product strategies for software supply chain security and secure use of AI in software development.
- **Technology Commercialization:** Led strategy and team, evolving software security research from ideation to successful product commercialization, and then to multimillion-dollar acquisition by Synopsys. Secured \$5M in undiluted government funding to build foundation of a commercial software security product prior to securing VC funds.
- **R&D Business Development:** Built trusted relationships with US government R&D sponsors; influenced RFPs; developed new cybersecurity R&D opportunities from original idea to white paper to proposal and teaming strategy. Built repeatable processes for writing and winning R&D grants.
- **Technical Leadership:** Principal Investigator on R&D in cybersecurity, secure software development, cognitive analyses of cyber operators, visualization as a decision aid, and human error on ships.
 - Nominated by Defense Advanced Research Projects Agency (DARPA) for best Small Business Innovative Research (SBIR).
 - Selected by Department of Homeland Security (DHS) as a Technology Transition Success story.

EXPERIENCE

COTOPAXI CONSULTING, LLC

2024

President

Serve as technical advisor, board member, and consulting executive to early/growth stage companies, and to VC and PE firms. Sample services – For early stage: funding, business and go-to-market strategies, technical advisory board formation. For VC/PE: market landscape, investment target assessment, due diligence support, executive advisor to portfolio companies.

VIGILANT OPS, INC.

2024

Member, Board of Directors

Independent board member of seed-funded startup in new market of Software Bill of Materials (SBOM) lifecycle management.

Strategic Advisor

Position company as a thought leader in the emerging market of SBOM Lifecycle Management. Advise CEO and CRO on go-to-market strategy and strategic partnerships. Prepare company for additional funding and exit.

LEGIT SECURITY LTD

2024

Member, Technology Advisory Board

Technology advisor to Series B-funded company in DevSecOps and growing Application Security Posture Management market.

DATATRIBE BRAIN TRUST**2023 - 2024****Member**

Assess and refine ideas and products under development by DataTribe portfolio companies. Mentor startup executives.

SYNOPSYS, INC., SOFTWARE INTEGRITY GROUP (SIG)**2021 - 2023****Vice President, Products**

Managed 550 people in product management, engineering, and research in working on a portfolio of application security products that generated >\$400M per year.

- Transitioned product management from 5+ individual product strategies towards cross-product, solution-driven strategy by prioritizing resources for common product onboarding, UX, reporting, and DevOps tool integrations.
- Performed due diligence on software penetration testing company, leading to \$300M acquisition.
- Facilitated integration of 65+ engineers and product managers from acquired company and re-organization of all engineering staff to optimize rapid growth of SaaS products and efficient maintenance of on-premises solutions.

Vice President, Cross-Portfolio Solutions & Strategy

- Led cross-functional team to define products / services strategy and roadmap for industry leadership in Software Supply Chain Risk Management (SSCRM). Introduced 3 new SSCRM service offerings in 4 months. Created strategy to position Synopsys as thought leader in Software Bill of Materials (SBOM) management.
- Led task force to frame SIG business unit's positioning and strategy for the secure adoption of Artificial Intelligence in software development lifecycle. Defined SIG's position in market landscape, short-term and long-term objectives. Defined and assessed 9 new products or product enhancements with respect to market impact and investment requirements. Recommended 6- and 18-month action plans. Developed talking points for sales and product managers to discuss AI with customers and industry analysts.

CODE DX, INC.**2017 - 2021****Chief Executive Officer (CEO)**

Founded company and led vision, planning and execution of software security B2B enterprise product business with hands-on involvement in sales and marketing and company operations.

- Doubled sales each year and attained 90% renewal rate, by adopting more mature CRM processes and adding customer success to organizational structure.
- Obtained Seed funding by winning \$2M in the DataTribe Challenge *Shark Tank*-like competition. Led many Series A investor meetings, resulting in 4 offers.
- Managed due diligence and acquisition of Code Dx by Synopsys, Inc. on brink of Series A funding.

APPLIED VISIONS, INC.**2000 - 2019****Director, Secure Decisions Division**

Launched division. Directed business vision and research initiatives focused on R&D products and services for improving decisions of cyber security analysts. Led initiative to publish peer-reviewed articles about R&D to build credibility with sponsors and teaming partners.

- Developed company's classified program strategy and portfolio. Invested in secure facilities, obtained TS / SCI clearances, and established relationships with selected government program managers, gaining invitations to bid and winning classified cybersecurity R&D contracts contributing to >25% of company revenue.
- Became leading provider of cybersecurity R&D funded by DARPA, US Air Force, Navy, DHS, and intelligence community, attaining prime contractor and sub roles in competition and partnership with aerospace companies, universities, and small businesses.
- Selected by DHS as a Technology Transition Success Story. Named twice in DARPA's best Small Business Innovation Research projects publications.
- Spun out Code Dx, Inc., commercializing results of DHS-funded application security R&D.

ADDITIONAL RELEVANT EXPERIENCE

SELF-EMPLOYED

Consulted in areas of Information Warfare (IW), commercialization strategies in Information Security, and human performance. Conducted market and ROI analyses in Information Security.

NORTHROP GRUMMAN CORPORATION

Manager, Information Warfare

Developed new business strategy in emerging area of IW, focused on protection from attacks on information and communications systems. Directed market sizing, competitive analysis, technology shortfall analysis, investment strategy, market penetration plan, and new R&D projects to address technology shortfalls. Awarded government funding for innovation to identify precursors of coordinated attacks on USAF networks.

GRUMMAN AEROSPACE

Program Director, R&D, Grumman Data Systems

Managed portfolio of R&D projects and research staff of 20. Led research proposals and execution in emerging use of digital maps and imagery, and design of new visual displays for military and intelligence operations.

Senior Human Factors Engineer, Grumman Aircraft Systems

Designed displays used for radar surveillance operations. Designed visual displays and voice interfaces for Space Station systems that included control of Remote Manipulator Arm. Conducted real-time, man-in-the-loop simulations of space operations.

SHIP ANALYTICS, INC.

Research Director | Deputy Program Manager - US Maritime Administration Computer Aided Operations Research Facility

Managed major ship simulation research project to redesign most treacherous portion of Panama Canal. Collaborated with scientists and engineers in 3 countries to conduct hydrodynamic tests and simulations. Led cross-functional team of psychologists, programmers, and ship operators to perform 15 research projects per year in human factors in ship operations. Developed research plans. Represented facility to scientific community. Elicited industry funding of R&D.

EDUCATION

- **Doctor of Philosophy (PhD)**, Psychology, Adelphi University, Garden City, NY
 - Doctoral dissertation: "A Simulation Study of the Effects of Sleep Deprivation, Time of Watch and Length of Watch on Watchstanding Effectiveness"
- **Master of Arts (MA)**, Psychology, Adelphi University, Garden City, NY
- Graduate work, Old Dominion University, Norfolk, VA
- **Bachelor of Arts (BA)**, Psychology, Minor: Business, University of Pennsylvania, Philadelphia, PA

VOLUNTEER EXPERIENCE

Current:

- Advisory Board, Adelphi University Women's Leadership Conference
- Advisory Board, Adelphi University Derner Alumni Council
- Finance Committee and Member of Session, First Presbyterian Church of Northport

Past:

- Board Member, New York Metro Chapter - Information Systems Security Association
- President, Long Island Chapter - Open Worldwide Application Security Project (OWASP)
- Chair, Renovation Fundraising Campaigns - First Presbyterian Church of Northport

CLEARANCE

Top Secret / SCI, Inactive: July 2018

INTERESTING OTHER ACTIVITIES

- Testified before Congressional Subcommittee on Research and Science Education, House Committee on Science and Technology on the topic of cyber security R&D.
- Appointed to 2-year position on national committee to examine value of simulator training for ship handling; National Research Council, Marine Board, Committee on Ship Handling Training Simulation:
- EXXON VALDEZ and other civil court cases: Consulted on contribution of fatigue to accidental grounding of the EXXON VALDEZ. Provided written testimony on 2 other court cases involving ship accidents related to fatigue.
- Visiting Professor, Hong Kong Polytechnic: Lectured / consulted in: research methods, effect of fatigue on work, and perceptual issues in marine simulation.
- Research Consultant on impact of antihistamine fatigue on worker productivity, sponsored by pharmaceutical company.

PUBLICATIONS AND PRESENTATIONS

A list of over 50 publications and presentations by Anita D'Amico can be downloaded from [About | Cotopaxi Consulting](#).