



RICHARD ROTHSCILD

OPERATING PARTNER



RELEVANT EXPERIENCE

Richard Rothschild is a transformational **CIO** who leads large, complex change programs, modernizes platforms in-flight, aligns technology to measurable business outcomes, and restores operational discipline and delivery cadence.

As a technology executive, Richard led global cloud operations for **Cisco's** \$100M+ flagship SaaS platform, **WebEx**, and executed a \$2B infrastructure strategy to improve resilience and reduce costs.

At **TiVo**, he directed global operations and built the first **Netflix** streaming integration, scaling the product to 25 million users. He also architected **Ariba's** B2B commerce platform, where more than \$200B was transacted annually, and led global IT operations and enterprise platforms for **Pandora** during the company's rapid growth stage.

More recently, Richard has served clients including **Adobe**, **Bloomberg**, **Veritas**, and **Santa Clara County** as a portfolio CIO, leading transformations across enterprise, public-sector, and growth environments.

Early in his career, he launched **Apple's** first internet service (eWorld) and worked for **NASA**.



PERSONAL STATEMENT

I specialize in turning around technology organizations that have lost their footing—restoring clarity, discipline, and forward momentum when it matters most. Leaders typically bring me in when they're facing:

- **Execution breakdown** – missed deliveries, unpredictable roadmaps, and no visibility into what's actually happening
- **Legacy constraints** – aging platforms that are holding back growth or blocking the ability to scale
- **Post-M&A complexity** – consolidating platforms, vendors, and operating models after an acquisition
- **Technology-business misalignment** – IT investments that aren't connecting to financial outcomes or strategic priorities
- **Governance gaps** – a lack of accountability, structure, and delivery discipline across teams.

PRACTICE FOCUS

Technology Strategy and Enablement

- AI Strategy & Governance
- Execution Recovery
- Platform Modernization
- CIO Interim & Embedded Leadership
- Operating Model Design
- AI, Cloud & Infrastructure Transformation
- M&A Integration
- Governance & Risk
- Vendor & Financial Management
- Enterprise SaaS & Data Platforms

EDUCATION

San Jose State University

B.A., M.A. Psychology

UC Berkley, Northwestern University

AI Executive Education Programs

SECTOR EXPERIENCE

Technology & Software

- Enterprise SaaS
- B2B Commerce & Procurement
- Data Management & Infrastructure
- Creative & Marketing Software
- Consumer Technology & Devices

Media & Entertainment

- Streaming Video
- Digital Audio & Music
- Content Distribution & Platforms
- Consumer Devices

Public Sector & Financial Services

- Government & Public Administration
- Financial Data & Analytics
- Aerospace & Research