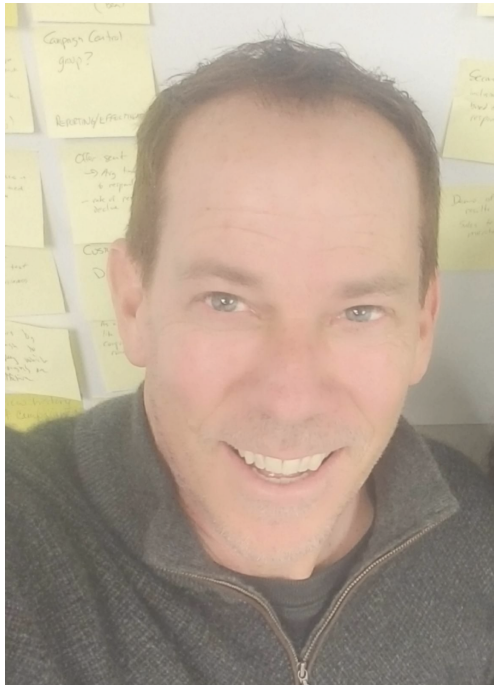
# Andrew Bourne

## Chief Technology Officer

**Accelerate SaaS Software development**

**Align people, process, technology**

**Specialize in SaaS strategy, team realignment, and project completion**




www.Criticalgoals.com
Direct: 602.341.3074
alb@criticalgoals.com
https://www.linkedin.com/in/andrewbourne/

# Critical Goals

**Team performance**: *delivering complex SaaS software on time.*

**Visibility:** *gaining confidence in your team's ability to deliver on business requirements at scale.*

**Distributed teams alignment**: *executing business priorities.*

**Continuous improvement:** *anticipating changing market needs.*

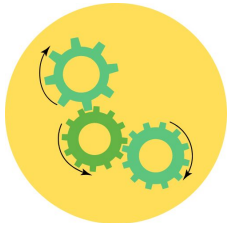
**Market connection:** *building continuous business value.*

**Product organization maturity:** *training the next level of leaders.*

# Bullseye Focus

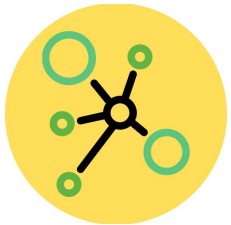
**People:**

- Team development and leadership
- Augment with Andrew's network of Senior Developers, UI/UX Designers, Architects, Product Managers



**Process:**

- Agile/Scrum process implementation and coaching
- Onshore/Offshore alignment and development velocity
- Change management, release management
- Go to market



**Technology:**

- Platform / Tools / Languages
- Architecture
- Audit/review

**Results:** *Getting SaaS software to market on time, within budget*

***Experience and Expertise***

BOEING

bp

DISCOUNT TIRE

TESCO Bank

Azure

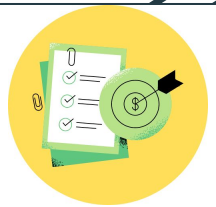
Square

twilio

Evercommerce

stripe

aws



WayPoint Technologies

trax

squadpod

REACH.ai

## Chief Technology Officer (CTO)

- Monthly commitment
- Quarter time: $2,200/week (plus T&E)
- Half time: $4,000/week

## Chief Technology Officer (CTO) Advisor

- Hourly $275 /hr
- On Demand
- 3 month commitment

## Board Member/Advisor

- $10,000/ month
- Introductions/advise/ Investor presentations
- Capital raise
- One year commitment
- Equity/Option component

## SaaS Therapy

- 30 minute video sessions
- No cost
- no commitment

# Achievements & Experience Highlights

- **Sold** first software company to Fortune 500 (Modis) in 2000
- **Successful Exits:** ITIC, Inc. WayPoint Technologies, Trax Technologies, Bolste, Octopi.
- **15+ years Experience** and expertise in project turn around.
- **Over 55 commercialized** SaaS software products developed in: business intelligence/data, logistics, collaboration/ communication, martech, finTech.
- **10+ years** Scrum & Agile coach.

# Thank You!


## Andrew Bourne

CriticalGoals, LLC

Direct: 602.341.3075

alb@criticalgoals.com

www.criticalgoals.com

https://www.linkedin.com/in/andrewbourne/