Candidate Slate

Digital Operating Advisor

Nautic Partners, LLC

April 2026

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6	John Reichelt	Senior Vice President and Chief Information Officer, MSC Industrial Supply Co.	Greater Boston	STRONG
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13	Mohit Jain	Chief Information Officer, FleetPride	Dallas, Texas, United States	MODERATE
14	Dale Kendall	Chief Digital Officer, FleetPride	Houston, Texas, United States	MODERATE
15	Mark Mazurkiewicz	Chief Information Officer, Protective Industrial Products	Latham, New York, United States	MODERATE

#	Name	Current Role	Location	Fit
16	Claudio D'Agostino	Chief Information Officer, CentroMotion	Greater Milwaukee, Wisconsin, United States	MODERATE
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18	Nizar Trigui	Chief Technology Officer, GXO Logistics, Inc.	Greenwich, Connecticut	EXPLORATORY
19	Maneet Singh	Chief Information Officer & Chief Digital Officer, Odyssey Logistics	Charlotte, North Carolina, United States	EXPLORATORY
20	Kevin Johnson	Vice President & Chief Information Officer, Clarience Technologies	Sterling Heights, Michigan, United States	EXPLORATORY
21	Jean-Christophe Witz	CIO & Campus Site Leader, Husky Technologies	Dudelange, Luxembourg	EXPLORATORY
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22	Matt Musick	Principal, Technology, TSG Consumer Partners	St. Louis, Missouri	MODERATE
23	Prayag Patel	Senior Vice President, Portfolio Support (Office of the CIO), Audax Private Equity	Edgewater, New Jersey, United States	MODERATE
24	Jeff Christensen	Director, Product and Digital Innovation, Arsenal Capital Partners	Pittsburgh, Pennsylvania	EXPLORATORY

Direct Industry Candidates

4 candidates

1. Iggy Javellana

Operating Partner at One Rock Capital Partners

Previous: Operations Executive at Cerberus Capital Management

Location: New York City Metropolitan Area, United States **LinkedIn:** https://www.linkedin.com/in/irjavellana

STRONG — Direct

Javellana is one of the clearest sponsor-side comps for Nautic: he is a current Operating Partner at One Rock and spent years inside Cerberus as an operations executive and interim CIO across PE portfolios. His earlier CIO and VP IT roles at Honeywell, Ingersoll Rand, and Invensys give him real industrial operating credibility rather than a purely advisory profile. He looks especially relevant for diligence, carve-outs, ERP separation, and pragmatic post-close technology value creation in low-readiness assets. Main questions are how commercially hands-on he is in pricing, eCommerce, and distribution use cases, and whether he would leave a newly announced One Rock role for an exclusive Nautic seat.

Client Criteria

Highly preferred current Digital Operating Partner/Advisor at a peer middle-market PE firm: Meet - he is a current Operating Partner at One Rock Capital Partners. Must have 15+ years business leadership with applied technology in Industrials: Meet - he has 30+ years across industrial, manufacturing, and distribution technology leadership. Must thrive in middle-market PE settings: carve-outs, legacy tech, incomplete data: Meet - his profile is directly tied to PE diligence, integrations, interim CIO work, and carve-outs. Remote role; travel 5-10 days/month to portfolio companies: Meet - his current sponsor-side operating model suggests the travel cadence is practical. Role is exclusive to Nautic - no digital transformation work for other PE firms: Partially meet - he currently works for One Rock, so exclusivity would require a clean transition.

Career History

- **Operations Executive**, Cerberus Capital Management (1-2017 – Present)
- **General Manager Albertsons Philtech IT Center**, Albertsons (4-2014 – 12-2016)
- **VP Applications**, Land O'Lakes (9-2010 – 4-2014)
- **Director Infrastructure Services**, Boston Scientific (11-2009 – 10-2010)
- **Chief Operating Officer**, Law Enforcement Technology Group, LLC (4-2009 – 1-2010)
- **CIO - Global VP IT**, Invensys PLC (4-2005 – 4-2008)
- **CIO/VP IT**, Honeywell (2002 – 2005)
- **VP IT**, Ingersoll Rand - Climate Control (2000 – 2002)
- **Director IT**, Thermo King (1997 – 2000)
- **Senior Manager**, PricewaterhouseCoopers (1990 – 1996)
- **Materials Manager**, Eastman Kodak (1-1985 – 3-1990)

Education

Bachelor of Science - BS, Industrial Engineering — University of Nebraska-Lincoln

Key Strengths

- Current peer PE operating partner with direct diligence and post-close remit
- Deep carve-out, integration, and interim CIO experience
- Industrial leadership roots at Honeywell, Ingersoll Rand, and Invensys

Potential Concerns

- Commercial depth in pricing and eCommerce is less explicit than his core IT value-creation work
- Recently announced move to One Rock may reduce immediacy and mobility

Interview Topics

- Examples of leading IT diligence, TSA exits, and carve-outs in middle-market industrial deals
- How he prioritizes first-180-day digital EBITDA levers across low-readiness portfolios
- Depth in pricing, eCommerce, EDI, and distribution use cases versus core IT modernization
- Willingness to leave One Rock for an exclusive full-time Nautic model

Enrichment: One Rock announced his 2026 Operating Partner appointment, but LinkedIn still shows Cerberus as current. Prior-employer references vary across sources, though Cerberus, Albertsons, and Land O'Lakes are consistently associated with his background.

2. Charles Bonomo

Chief Technology Officer at Platinum Equity

Previous: Senior Vice President and CIO at MSC Industrial Supply Co.

Location: Clearwater, Florida, United States **LinkedIn:** https://www.linkedin.com/in/charlesbonomo

STRONG — Direct

Bonomo combines a current sponsor-side technology role at Platinum Equity with deep industrial distribution credibility as the longtime CIO of MSC Industrial Supply. That blend maps well to Nautic's focus on pricing, EDI, punchout, eCommerce, ERP modernization, and portfolio-level value creation in distribution-heavy assets. He appears especially strong for commercial digitization and post-close roadmapping, though his plant and OT depth is less visible than his distribution and enterprise systems experience. The main diligence items are the exact scope of his current Platinum remit and his willingness to leave a relatively new role for an exclusive platform.

Client Criteria

Highly preferred current Digital Operating Partner/Advisor at a peer middle-market PE firm: Partially meet - he is a current sponsor-side technology leader at Platinum Equity, though not explicitly titled Operating Partner or Advisor. Must have 15+ years business leadership with applied technology in Industrials: Meet - he has decades of senior leadership in industrial distribution and enterprise technology. Must thrive in middle-market PE settings: carve-outs, legacy tech, incomplete data: Partially meet - current PE role and long transformation record support this, but public evidence on carve-outs and incomplete-data work is less explicit. Remote role; travel 5-10 days/month to portfolio companies: Meet - he is U.S.-based in a national sponsor-side role. Role is exclusive to Nautic - no digital transformation work for other PE firms: Partially meet - he currently works for Platinum, so exclusivity would require a clean exit.

Career History

- **Chief Technology Officer**, Platinum Equity (12-2024 – Present)
- **President**, Digital-Works (9-2021 – 12-2024)
- **Chief Information Officer**, Infinite Electronics, Inc. (9-2021 – 11-2023)
- **Technology Advisor to the CEO**, MSC Industrial Supply Co. (9-2021 – 11-2022)
- **Senior Vice President and CIO**, MSC Industrial Supply Co. (7-2007 – 9-2021)
- **VP, IT**, Arrow Electronics (1999 – 2007)
- **Director**, Mount Sinai Medical Center (1996 – 1999)
- **Vice President and CIO**, NYU Medical Center (1996 – 1999)
- **Vice President**, JP Morgan (1989 – 1996)
- **Software Engineer**, Grumman (1987 – 1989)
- **Programmer**, Dreyfus (4-1987 – 12-1987)
- **Manager**, King Kullen (1980 – 5-1987)

Education

MS, Computer Science — Hofstra University

BS, Computer Science — Hofstra University

BS, Mathematics — Hofstra University

Lindenhurst High School

Key Strengths

- Current sponsor-side role plus long MSC industrial distribution CIO tenure
- Strong ERP, EDI, eCommerce, and branch-network digital exposure
- Likely credible with portfolio CEOs on practical EBITDA levers

Potential Concerns

- Exact scope of current Platinum operating remit needs clarification
- Recently joined Platinum, so willingness to move is uncertain

Interview Topics

- Lessons from MSC on pricing, punchout, EDI, and branch-network digitization
- How his Platinum remit splits across diligence, post-close execution, and portfolio governance
- Experience with ERP disentanglement, MDM/PIM, and messy product-data environments
- Interest in moving from Platinum into an exclusive Nautic role

Enrichment: LinkedIn career history supports former SVP and CIO at MSC Industrial Supply; a web summary incorrectly labeled him as a retired B2B Integration Specialist. Current Platinum role is confirmed.

3. Kathy Rybicki

Technology Advisor - Value Creation at Wind Point Partners

Previous: Chief Information Officer - Retail Consumer Goods at Republic Brands & DRL Enterprises

Location: Chicago, Illinois, United States **LinkedIn:** https://www.linkedin.com/in/kathyrybicki

STRONG — Direct

Rybicki is a strong same-industry candidate because she is currently in Wind Point's technology value-creation function and has prior CIO experience in multiple PE-backed businesses. Her background suggests real fluency in ERP transformation, cybersecurity, cloud, and board-level partnering, which fits Nautic's influence-based model across fragmented industrial platforms. She is not as industrial-distribution specific as some operating-company candidates, but the sponsor-side pattern and middle-market execution experience are squarely on brief. Key questions are how deep her exposure is to commercial levers like pricing, eProcurement, and EDI, and whether she wants a full-time travel-heavy advisor seat.

Client Criteria

Highly preferred current Digital Operating Partner/Advisor at a peer middle-market PE firm: Meet - she is currently a technology value-creation advisor at Wind Point Partners. Must have 15+ years business leadership with applied technology in Industrials: Partially meet - she has 25+ years of senior technology leadership, though much of it is in consumer-oriented businesses rather than industrials. Must thrive in middle-market PE settings: carve-outs, legacy tech, incomplete data: Meet - both her current Wind Point role and prior PE-backed CIO roles point to that environment. Remote role; travel 5-10 days/month to portfolio companies: Meet - she is U.S.-based and already in a PE value-creation role. Role is exclusive to Nautic - no digital transformation work for other PE firms: Partially meet - she would need to leave Wind Point to satisfy exclusivity.

Career History

- **Technology Advisor - Value Creation**, Wind Point Partners (4-2025 – Present)
- **Chief Information Officer - Retail Consumer Goods**, Republic Brands & DRL Enterprises (11-2020 – 4-2025)
- **Chief Information Officer - Private Equity - Retail Consumer Goods**, Sure Fit Inc. (12-2018 – 11-2020)
- **Technology Executive - Corporate ERP Systems and Epic EMR/Radiology**, Endeavor Health (4-2016 – 12-2018)
- **Chief Information Officer - Private Equity - Retail Consumer Goods**, Geneva Watch Group (7-2008 – 12-2015)
- **Information Technology Manager**, Geneva Watch Group (10-2002 – 6-2008)
- **Senior ERP Business Analyst**, Geneva Watch Group (7-1999 – 9-2002)
- **Management Consultant - ERP Practice**, Ernst & Young (6-1995 – 6-1999)

Education

BS, Management Information Systems — Oakland University

Key Strengths

- Current value-creation technology leader at a peer middle-market PE firm
- 3x CIO with ERP, cloud, cybersecurity, and board-facing experience
- Practical middle-market transformation background

Potential Concerns

- Sector depth skews consumer goods more than industrials

- Commercial distribution levers such as pricing and EDI are not yet explicit

Interview Topics

- Specific PE cases involving carve-outs, ERP modernization, and cybersecurity-to-value translation
- How she drives influence without line authority across CEOs, CIOs, and portfolio boards
- Exposure to industrial distribution levers such as pricing, CLM, eProcurement, and EDI
- Willingness for an exclusive model with regular portfolio travel

Enrichment: Current title varies slightly by source: LinkedIn says Technology Advisor - Value Creation, while other firm materials use Director of Value Creation - Technology.

4. Sudeep Shetty

Operating Partner at One Rock Capital Partners, LLC

Previous: Global Chief Information and Transformation Officer at BRITVIC PLC

Location: Cookham, England, United Kingdom **LinkedIn:** https://www.linkedin.com/in/sudeep-shetty-2765ba28

MODERATE — Direct

Shetty brings a strong current-title match as a sitting Operating Partner at One Rock focused on technology, data, and cross-functional process excellence across portfolio companies. His Britvic CIO and transformation background shows end-to-end ownership of ERP, data, eCommerce, and enterprise change, but his operating pedigree is more consumer and CPG than heavy industrial distribution or manufacturing. He is likely credible for carve-outs, integrations, and cross-portfolio transformation governance, especially in messy legacy environments. Open questions are depth in plant and OT execution and willingness to support a U.S.-centric travel model from the UK.

Client Criteria

Highly preferred current Digital Operating Partner/Advisor at a peer middle-market PE firm: Meet - he is a current Operating Partner at One Rock. Must have 15+ years business leadership with applied technology in Industrials: Partially meet - he has the tenure and applied-technology leadership, but his pre-PE background is more consumer and retail than industrials. Must thrive in middle-market PE settings: carve-outs, legacy tech, incomplete data: Meet - One Rock explicitly positions him around portfolio technology, data, and process execution. Remote role; travel 5-10 days/month to portfolio companies: Partially meet - he is used to sponsor-side travel, but his UK base adds friction to a U.S.-heavy travel pattern. Role is exclusive to Nautic - no digital transformation work for other PE firms: Partially meet - he would need to leave One Rock to be exclusive.

Career History

- **Operating Partner**, One Rock Capital Partners, LLC (5-2024 – Present)
- **Global Chief Information and Transformation Officer**, BRITVIC PLC (6-2022 – 5-2024)
- **Global CIO**, BRITVIC PLC (10-2018 – 6-2022)
- **Director of IT Operations & Infrastructure**, BRITVIC PLC (12-2016 – 9-2018)
- **IT Transformation Director**, BRITVIC PLC (3-2016 – 12-2016)
- **Head of Projects**, Jack Wills (10-2014 – 3-2016)
- **Ecommerce & Multichannel Programme Manager**, Selfridges (4-2013 – 11-2014)
- **Project Manager on Multi Channel Foundation Programme**, Marks and Spencer (2012 – 4-2013)
- **Project Manager for International Websites**, Marks and Spencer (2010 – 2012)
- **Business Consultant for E-commerce portfolio**, Marks and Spencer (2009 – 2010)
- **Business Analyst for J.P. Morgan**, J.P. Morgan (2005 – 2009)

Education

Bachelor of Engineering - BE, Mechanical Engineering — Pune Vidhyarthi Griha's College Of Engineering And Technology

Key Strengths

- Current operating partner with portfolio-wide technology and data remit
- Strong enterprise transformation and eCommerce background
- Experience across integration and process-excellence programs

Potential Concerns

- Industrial manufacturing and distribution depth is lighter than some peers
- UK location may complicate a U.S.-heavy travel model
- Current One Rock role creates an exclusivity issue

Interview Topics

- How his portfolio model at One Rock balances diligence, integration, and ongoing value creation
- Transferability of Britvic and multichannel transformation lessons to industrial portfolios
- Examples of EBITDA impact from eCommerce, supply chain, and data programs
- Practicality of a U.S.-centric travel cadence from the UK

Adjacent Industry Candidates

17 candidates

5. Brian Walker

Senior Vice President, Sales and Customer Solutions at Grainger

Location: Greater Chicago Area **LinkedIn:** https://www.linkedin.com/in/brianwalkergrainger

STRONG — Adjacent

Walker is one of the best adjacent profiles because he combines deep industrial distribution experience with direct ownership of pricing, digital product, onsite services, and complex contract-customer growth. His Grainger background maps well to Nautic's near-term levers around pricing analytics, eProcurement, VMI/onsite programs, and commercially grounded digital adoption. He is especially attractive because he can likely engage portfolio CEOs in EBITDA language rather than pure technology language. The main gaps are lack of formal PE operating-partner experience and limited public evidence of carve-out or TSA work.

Client Criteria

Highly preferred: fail — he is not a current Digital Operating Partner/Advisor at a peer middle-market PE firm. Must have 15+ years business leadership with applied technology in Industrials: meet — his Grainger and McMaster-Carr career spans more than two decades across pricing, product, digital, and commercial leadership in industrial distribution. Must thrive in middle-market PE settings: partially meet — he clearly knows legacy distribution complexity and practical EBITDA levers, but public evidence of carve-outs, TSA exits, and PE portfolio work is limited. Remote role; travel 5-10 days/month to portfolio companies: unknown — his current field-facing remit suggests travel tolerance, but no explicit travel preference is public. Role is exclusive to Nautic — no digital transformation work for other PE firms: unknown — no competing PE commitments are visible, but willingness to move into an exclusive single-firm model is untested.

Career History

- **SVP, Sales and Customer Solutions**, Grainger (4-2026 – Present)
- **SVP, Chief Product Officer**, Grainger (10-2019 – 4-2026)
- **VP Digital Architecture and Operations**, Grainger (9-2017 – 10-2019)
- **President**, Gamut (8-2015 – 9-2017)
- **VP Strategy & Marketing, Online Model**, Grainger (8-2014 – 8-2015)
- **Vice President, Corporate Strategy & Analytics**, Grainger (3-2013 – 8-2014)
- **Sr. Director, Corporate Strategy**, Grainger (4-2012 – 3-2013)
- **Pricing Director**, Grainger (6-2009 – 4-2012)
- **Product Portfolio Manager**, Grainger (3-2008 – 6-2009)
- **Purchasing Manager**, Grainger (9-2006 – 3-2008)
- **Order Fulfillment Manager**, McMaster-Carr (11-2005 – 9-2006)
- **Inventory Manager**, McMaster-Carr (7-2003 – 11-2005)
- **Purchasing Manager**, McMaster-Carr (5-2003 – 7-2003)
- **Sales Operations Manager**, McMaster-Carr (1-2002 – 5-2003)
- **Stockkeeping Supervisor**, McMaster-Carr (10-2000 – 1-2002)
- **Accounts Receivable**, McMaster-Carr (7-2000 – 10-2000)

Education

BA, Economics — Wesleyan University

Master of Business Administration - MBA — University of Chicago

Master of Science - MS, Applied Statistics — DePaul University

Chief Information Officer Certificate — Carnegie Mellon University - Heinz College of Information Systems and Public Policy

Key Strengths

- Rare blend of commercial, pricing, and digital product leadership in industrial distribution
- Deep credibility in branch-based and onsite service models
- Strong relevance to eProcurement, VMI, and customer-facing EBITDA levers

Potential Concerns

- No direct PE operating partner experience
- Limited public evidence of carve-out/TSA execution
- May be difficult to attract from a senior current operating role

Interview Topics

- How he used pricing analytics and digital tools to drive profitable share gain in complex contract accounts
- Experience scaling VMI/onsite and eProcurement programs across a branch-heavy industrial network
- How he would influence multiple portfolio CEOs without direct line authority
- Readiness to work in lower-digital-readiness environments than Grainger

Enrichment: Current title varies by source: investor materials describe 'Sales and Onsite Services' while LinkedIn uses 'Sales and Customer Solutions' for the April 2026 role change.

6. John Reichelt

Senior Vice President and Chief Information Officer at MSC Industrial Supply Co.

Previous: Chief Information Officer at TriMark USA **Location:** Greater Boston

LinkedIn: https://www.linkedin.com/in/jjosephreichelt

STRONG — Adjacent

Reichelt is a strong adjacent fit because MSC sits close to Nautic's distribution thesis and his public profile emphasizes end-to-end transformation, SAP modernization, and M&A technology integration. He appears well suited to medium-term value-creation work such as ERP separation, data foundations, process standardization, and integration of acquired businesses. His experience should translate well to fragmented systems and legacy environments common in middle-market industrial portfolios. The main question is whether he brings enough front-end commercial fluency around pricing, eCommerce, and customer workflow digitization versus a more classic CIO toolkit.

Client Criteria

Highly preferred: fail — he is not a current Digital Operating Partner/Advisor at a peer middle-market PE firm. Must have 15+ years business leadership with applied technology in Industrials: meet — he has decades of enterprise technology leadership, including current industrial distribution experience and prior transformation-heavy operating roles. Must thrive in middle-market PE settings: partially meet — M&A integration and modernization are clear strengths, but direct PE carve-out and TSA experience is not explicitly confirmed publicly. Remote role; travel 5-10 days/month to portfolio companies: unknown — no public signal confirms his willingness for a travel-heavy advisor model. Role is exclusive to Nautic — no digital transformation work for other PE firms: unknown — no conflicting PE commitments are visible, but exclusivity willingness is untested.

Career History

- **Chief Information Officer | Digital**, MSC Industrial Supply Co. (4-2025 – Present)
- **Chief Information Officer**, TriMark USA (2022 – 2-2025)
- **VP Technology CTO/Infrastructure and Technology Service Operations**, Aramark (2018 – 2021)
- **SVP Global Infrastructure and Operations**, The TJX Companies, Inc. (2016 – 2018)
- **Chief Technology Officer / Infrastructure and Operations Lead**, The TJX Companies, Inc. (2009 – 2016)
- **CTO and IT Transformation Lead**, National Grid (2006 – 2009)
- **VP, Chief Enterprise Architect (Gillette Company)**, Procter & Gamble (2002 – 2006)
- **Enterprise Architect**, GE Capital (1992 – 2002)

Education

Bachelor of Science (B.S.), Information Technology — Quinnipiac University

Key Strengths

- Industrial distribution CIO with SAP and transformation depth
- Clear M&A integration experience relevant to PE portfolios
- Strong fit for ERP, data, and systems-rationalization work

Potential Concerns

- Commercial/pricing ownership is less visible than systems-transformation leadership

- No direct PE operating partner background
- Middle-market carve-out/TSA depth is not fully documented

Interview Topics

- Playbook for ERP modernization and separation in acquired or legacy environments
- Examples of M&A technology integration and value capture at MSC or TriMark
- How he partners with commercial leaders on eProcurement, customer systems, and adoption
- Interest in moving from enterprise CIO work to portfolio-wide operating advisory

7. Don Sarno

Senior Vice President, Digital Enterprise at Sonepar USA

Location: Broomfield, Colorado **LinkedIn:** https://www.linkedin.com/in/don-sarno-38b807

STRONG — Adjacent

Sarno is a strong adjacent candidate from one of the best transferable environments: a large, complex, branch-based electrical distributor with meaningful omnichannel and enterprise-systems work. His progression from application development into enterprise digital leadership suggests comfort with legacy architecture, practical execution, and multi-opco influence. He looks particularly relevant to eCommerce, EDI/customer integration, application modernization, and distribution-led change management. The open questions are depth of direct PE/carve-out experience and whether his role has been more centralized IT than commercially led value creation.

Client Criteria

Highly preferred: fail — he is not a current Digital Operating Partner/Advisor at a peer middle-market PE firm. Must have 15+ years business leadership with applied technology in Industrials: meet — his leadership track record spans nearly two decades across distribution software, product development, and industrial-distribution digital leadership. Must thrive in middle-market PE settings: partially meet — he has relevant legacy-system and acquisition-heavy distribution experience, but direct public evidence of PE carve-outs and TSA exits is limited. Remote role; travel 5-10 days/month to portfolio companies: unknown — his current multi-region role implies some mobility, but no explicit preference is public. Role is exclusive to Nautic — no digital transformation work for other PE firms: unknown — no competing PE affiliations are visible, but willingness to move into an exclusive advisor model is not established.

Career History

- **SVP Digital Enterprise**, Sonepar USA (9-2022 – Present)
- **VP Application Development**, Sonepar USA (2016 – 9-2022)
- **Chief Operating Officer**, Sopheon (1-2015 – 10-2016)
- **Vice President - Product Development**, Sopheon (1-2011 – 1-2015)
- **Owner**, Sarno Software Solutions, LLC (4-2010 – 9-2016)
- **Director of Product Management WDN**, Activant Solutions (2008 – 2-2011)
- **Director of Eclipse Product Development**, Activant Solutions (8-2007 – 2008)
- **Product Development Leader**, Intuit, Inc (2006 – 2007)
- **Sr Manager of Custom Services**, Intuit, Inc (2005 – 2006)
- **Manager of Software Development**, Eclipse, Inc. (1997 – 2002)

Education

BS, Electrical Engineering — University of Colorado Boulder

Broomfield High

Key Strengths

- Strong fit to industrial distribution digital complexity
- Background spans both applications leadership and enterprise transformation
- North America/Americas remit is relevant to Nautic's operating geography

Potential Concerns

- No direct PE operating partner experience
- Carve-out/TSA experience is not clearly documented
- Commercial ownership versus enterprise IT ownership should be tested

Interview Topics

- Leading digital enterprise change across a multi-brand, branch-heavy distribution network
- Experience with EDI, eCommerce, application modernization, and customer-facing platform adoption
- How he rationalizes legacy systems and prioritizes quick EBITDA wins
- Readiness to work as an influencer across multiple independent portfolio CEOs

Enrichment: Public sources confirm the role and promotion path; remit appears to have expanded from North America to broader Americas scope.

8. Patrick Garcia

Chief Digital, AI & Innovation Officer at SRS Distribution Inc.

Location: McKinney, Texas **LinkedIn:** https://www.linkedin.com/in/patrick-garcia-9b84871

STRONG — Adjacent

Garcia is one of the most compelling adjacent candidates because he has built digital, data, and innovation capabilities inside an acquisition-heavy specialty distribution environment. His work on Roof Hub, integrations, pricing/order workflows, and modern data platforms lines up tightly with Nautic's short-term value levers around eCommerce, pricing analytics, EDI-style connectivity, and practical automation. He also appears more hands-on than many enterprise CIOs, which is attractive for a middle-market portfolio role. The primary gap is absence of a formal PE operating-partner title, though his SRS context is much closer to PE speed and complexity than most corporate profiles.

Client Criteria

Highly preferred: fail — he is not a current Digital Operating Partner/Advisor at a peer middle-market PE firm. Must have 15+ years business leadership with applied technology in Industrials: meet — his career spans 20+ years across distribution, manufacturing-adjacent enterprise systems, digital, data, and innovation leadership. Must thrive in middle-market PE settings: partially meet — his SRS background strongly suggests comfort with acquisition-driven, legacy-tech environments, but public evidence of carve-outs and TSA exits is not explicit. Remote role; travel 5-10 days/month to portfolio companies: unknown — his current national leadership role implies mobility, but no explicit travel preference is public. Role is exclusive to Nautic — no digital transformation work for other PE firms: unknown — no conflicting PE affiliations are visible, but exclusivity willingness is not established.

Career History

- **Chief Digital, AI & Innovation Officer**, SRS Distribution Inc. (2-2025 – Present)
- **Senior Vice President, IT Engineering and Innovation**, SRS Distribution Inc. (5-2023 – 1-2025)
- **Vice President of Digital, Data, and Innovation**, SRS Distribution Inc. (8-2017 – 5-2023)
- **Enterprise Architecture and Integration Manager**, ABC Supply Co. Inc. (11-2016 – 8-2017)
- **Sr. Enterprise Application Architect**, USG (8-2014 – 11-2016)
- **IT Solutions Architect**, Panduit Corp. (1-2013 – 8-2014)
- **Techno-Functional Architect**, Panduit Corp. (1-2007 – 1-2013)
- **Oracle WMS Functional Architect**, GE Healthcare (Consulting for Optimum Solutions) (6-2004 – 1-2007)
- **Oracle Functional Consultant**, GE Healthcare (Consulting for Optimum Solutions) (5-2003 – 6-2004)
- **Oracle Functional Consultant**, Rexel Inc. (Consulting for Headstrong) (8-2000 – 5-2003)

Education

Chief Technology Officer (CTO) Program — Wharton Executive Education

B.S., Computer Science — Ateneo de Manila University

Key Strengths

- Very relevant specialty distribution and digital product background
- Hands-on experience with integrations, pricing/order workflows, and data modernization
- Likely comfortable with acquisition-heavy, imperfect system environments

Potential Concerns

- No direct PE operating partner title
- Public evidence of carve-out/TSA execution is limited
- Experience is concentrated in one current platform rather than across multiple portfolios

Interview Topics

- How Roof Hub and related digital products drove measurable revenue or margin outcomes
- Approach to integrating acquired branches, systems, and data in a roll-up environment
- Use of AI, Snowflake, and APIs to improve pricing, ordering, and field adoption
- Whether he would prefer a hands-on portfolio role over building inside one enterprise

Enrichment: Title wording varies across sources: SRS leadership materials use 'Chief Digital Officer' while LinkedIn uses 'Chief Digital, AI & Innovation Officer.'

9. Girish Juneja

Senior Vice President and Chief Digital Officer at Dover Corporation

Previous: SVP/GM Marketplace Solutions at Altisource **Location:** Lexington, Massachusetts

LinkedIn: https://www.linkedin.com/in/junejagirish

STRONG — Adjacent

Juneja is a particularly interesting adjacent fit because Dover's decentralized industrial structure resembles a portfolio of operating companies more than a single monolithic enterprise. His remit across digital strategy, software-enabled offerings, automation, and go-to-market modernization should translate well to CPQ, commercial tools, and cross-business influence without direct line authority. He also looks comfortable balancing central standards with opco autonomy, which is highly relevant to Nautic's model. The key question is whether his experience can shift from a public-company corporate center to a hands-on, middle-market PE cadence with more legacy data and leaner resources.

Client Criteria

Highly preferred: fail — he is not a current Digital Operating Partner/Advisor at a peer middle-market PE firm. Must have 15+ years business leadership with applied technology in Industrials: partially meet — he has long technology and business leadership experience, but his clearly industrial tenure appears materially shorter than 15 years. Must thrive in middle-market PE settings: partially meet — the decentralized Dover model is a useful analog, but direct PE carve-out and TSA experience is not publicly confirmed. Remote role; travel 5-10 days/month to portfolio companies: unknown — no public signal confirms or rules out this travel model. Role is exclusive to Nautic — no digital transformation work for other PE firms: unknown — no competing PE commitments are visible, but willingness to join an exclusive single-firm platform is untested.

Career History

- **SVP, Chief Digital Officer**, Dover Corporation (5-2017 – Present)
- **SVP/GM Marketplace Solutions**, Altisource (1-2014 – 4-2017)
- **GM Big Data, CTO Datacenter software**, Intel Corporation (1-2012 – 1-2014)
- **GM Application Security & Identity Products**, Intel Corporation (8-2009 – 12-2011)
- **Director, SOA Products**, Intel Corporation (8-2005 – 1-2009)
- **Co-founder**, Sarvega (1-2001 – 8-2005)
- **Engineering Manager**, Thomson Financial (1-1998 – 1999)
- **Senior Member Technical Staff**, Verizon (1996 – 1998)
- **Software Architect**, MCI Data Services (8-1992 – 1996)

Education

MBA, Finance, Strategy & Marketing — The University of Chicago Booth School of Business

M.S., Computer Science — University of Maryland Eastern Shore

B.E., M.S., Electrical & Electronics Engineering, Economics — Birla Institute of Technology and Science, Pilani

Key Strengths

- Portfolio-like industrial operating model experience at Dover
- Relevant exposure to CPQ, digital go-to-market, and software-enabled value creation
- Comfort influencing multiple businesses from the center

Potential Concerns

- No direct PE operating partner background
- Industrial tenure may not fully satisfy the 15+ years requirement
- Middle-market carve-out/TSA depth is not explicit

Interview Topics

- How he drives digital change across semi-autonomous industrial operating companies
- Experience with CPQ, software-enabled commercial tools, and digital value capture
- Whether Dover's operating model prepared him for PE-style influence without authority
- Comfort with leaner, messier middle-market environments than a large public industrial

Enrichment: Public sources confirm his Dover role and the CDS Visual acquisition, but direct attribution of that transaction to Juneja personally is not explicit.

10. Tim Dickson

Senior Vice President, Chief Digital & Information Officer at Regal Rexnord

Previous: Chief Information Officer at Generac Power Systems **Location:** Greater Milwaukee

LinkedIn: https://www.linkedin.com/in/timothydickson

STRONG — Adjacent

Dickson is a strong adjacent industrial candidate with current manufacturing leadership and prior experience across M&A, divestitures, eCommerce, and enterprise data modernization. Regal Rexnord and Generac give him relevant industrial operating context, while his earlier Dell work adds useful exposure to complex deal environments and post-transaction execution. He looks especially helpful for medium-term value creation around ERP/data consolidation, digital commerce, and practical AI deployment in industrial settings. The main gaps are limited evidence of branch-distribution pricing experience and no formal PE operating-partner background.

Client Criteria

Highly preferred: fail — he is not a current Digital Operating Partner/Advisor at a peer middle-market PE firm. Must have 15+ years business leadership with applied technology in Industrials: partially meet — he has well over 15 years of technology leadership, but only part of that tenure is clearly in industrial manufacturing businesses. Must thrive in middle-market PE settings: partially meet — he has relevant M&A, divestiture, and transformation exposure, but direct PE carve-out/TSA evidence is not explicit. Remote role; travel 5-10 days/month to portfolio companies: unknown — nothing public confirms or rules out this travel cadence. Role is exclusive to Nautic — no digital transformation work for other PE firms: unknown — no competing PE affiliations are visible, but exclusivity willingness is not established.

Career History

- **Chief Digital & Information Officer**, Regal Rexnord (10-2023 – Present)
- **Chief Information Officer**, Generac Power Systems (8-2020 – 10-2023)
- **Strategic Technology Consultant | Interim CIO**, Astreya (4-2020 – 8-2020)
- **Vice President, Digital Business Platform**, Laureate International Universities (4-2018 – 4-2020)
- **Vice President, IT Operations - Digital Innovation & Strategy**, Motorola Solutions (4-2015 – 3-2018)
- **Divisional CIO, Emerging Technologies and User Experience**, Dell (2-2013 – 1-2015)
- **Divisional CIO, IT M&A and Infrastructure Strategy**, Dell (9-2012 – 2-2013)
- **Executive Director - IT Mergers, Acquisitions, and Divestitures**, Dell (2-2009 – 9-2012)
- **IT Director, Channel Online**, Dell (11-2006 – 2-2009)
- **Senior Manager, Premier Pages B2B and Global Portal Product Management**, Dell (2-2004 – 11-2006)
- **Senior Product Manager**, PayPal (9-2002 – 1-2004)
- **Sr. Manager - Customer Management PDM Team**, i2 Technologies (6-2000 – 8-2002)
- **Lotus Notes Project Manager**, HP (5-1997 – 7-1998)
- **Internal Consultant, Lotus Notes Center of Competence**, IBM (1-1993 – 4-1997)

Education

Master of Business Administration - MBA — Texas McCombs School of Business

Bachelor of Science (B.S.), Industrial Engineering — Penn State University

Key Strengths

- Current industrial CDIO with broad transformation remit
- Useful M&A/divestiture experience relevant to carve-outs and separations
- Balanced background across enterprise systems, commerce, and AI/data

Potential Concerns

- Less directly tied to industrial distribution than some other candidates
- No direct PE operating partner experience
- Commercial pricing and customer-workflow depth should be probed

Interview Topics

- How he modernized digital commerce and data across industrial manufacturing businesses
- Specific lessons from divestitures, M&A, and post-close systems execution
- AI and automation use cases that produced measurable operational value
- How he would adapt public-company digital leadership to middle-market portfolio realities

Enrichment: Current role and prior Generac role are confirmed; public sources did not substantiate the specific 'RRXy' chatbot reference from the research narrative.

11. Tony Broersma

Executive Vice President of Operations at Fastenal

LinkedIn: https://linkedin.com/in/tonybroersma

MODERATE — Adjacent

Broersma is a credible adjacent candidate because Fastenal is a strong analog for Nautic's branch-network, VMI, and digitally enabled industrial distribution environments. His remit across operations, procurement, fulfillment, logistics, and e-commerce suggests he understands where practical digital tools create real margin and working-capital impact. He would bring stronger operating muscle than many pure IT candidates. The tradeoff is that he is not clearly a hands-on digital transformation leader in the operating-partner mold, and public evidence of ERP separations or PE-style portfolio work is thin.

Client Criteria

Highly preferred: fail — he is not a current Digital Operating Partner/Advisor at a peer middle-market PE firm. Must have 15+ years business leadership with applied technology in Industrials: meet — he is a long-tenured Fastenal executive in industrial distribution with digital-enabled operating exposure. Must thrive in middle-market PE settings: partially meet — his background fits legacy operational complexity, but public evidence of carve-outs, incomplete-data turnarounds, and PE portfolio work is limited. Remote role; travel 5-10 days/month to portfolio companies: unknown — nothing public confirms or rules out this travel model. Role is exclusive to Nautic — no digital transformation work for other PE firms: unknown — no competing PE roles are visible, but willingness to join an exclusive model is not established.

Key Strengths

- Strong industrial distribution and branch-network operating experience
- Relevant exposure to VMI, fulfillment, logistics, and e-commerce at scale
- Likely able to tie digital initiatives to operational EBITDA outcomes

Potential Concerns

- More operations-led than digital-transformation-led
- Limited public proof of carve-outs, TSA exits, or PE portfolio work
- Current location and mobility are not publicly clear

Interview Topics

- How Fastenal used FMI, e-business, and operations data to improve productivity and customer stickiness
- His direct role in digital adoption versus broader operating oversight
- Approach to improving margins in fragmented branch and inventory networks
- Interest in moving from line operations into a portfolio-influence role

Enrichment: Sources align on Fastenal role, though some use 'Anthony P. Broersma' rather than 'Tony Broersma'; the company-wide 61.5% digital footprint figure is confirmed but not directly attributed to him personally.

12. Andy Paisley

Chief Digital and Information Officer at Ferguson Enterprises

Previous: Chief Information Officer at Dollar Tree Stores **Location:** Virginia Beach, Virginia

LinkedIn: https://www.linkedin.com/in/andy-paisley-39979ba

MODERATE — Adjacent

Paisley brings a compelling branch-distribution backdrop from Ferguson, where digital commerce, engineering, data, UX, and commerce operations sit close to Nautic's distribution portfolio needs. He should understand high-SKU complexity, pro-customer workflows, and the coordination required across branches, DCs, and digital channels. He is a serious adjacent candidate for customer portal, eCommerce, and data-led process improvement work. The main limitations are that much of his career was in larger public-company environments and there is limited public proof of PE-style carve-outs, incomplete-data turnarounds, or portfolio operating work.

Client Criteria

Highly preferred: fail — he is not a current Digital Operating Partner/Advisor at a peer middle-market PE firm. Must have 15+ years business leadership with applied technology in Industrials: partially meet — he has deep technology leadership experience, but only the Ferguson portion is clearly in a close industrial/building-products distribution context. Must thrive in middle-market PE settings: partially meet — Ferguson's distributed complexity is relevant, but public evidence of carve-outs, TSA exits, and PE portfolio work is limited. Remote role; travel 5-10 days/month to portfolio companies: unknown — nothing public confirms his willingness for this travel cadence. Role is exclusive to Nautic — no digital transformation work for other PE firms: unknown — no other PE commitments are visible, but exclusivity willingness is not established.

Career History

- **Chief Digital and Information Officer**, Ferguson Enterprises (7-2023 – Present)
- **Chief Information Officer**, Ferguson Enterprises (1-2023 – 7-2023)
- **Chief Information Officer**, Dollar Tree Stores (12-2020 – 6-2022)
- **Vice President - OD Technology**, Old Dominion Freight Line (12-2017 – 12-2020)
- **CIO**, Advance Auto Parts (12-2014 – 12-2017)
- **CIO**, Dollar Tree Stores (1-1996 – 12-2014)

Education

BS, Computer Science — University of Mary Washington

Key Strengths

- Relevant branch-network and digital-commerce leadership
- Covers data, engineering, UX, and commerce operations in one role
- Strong adjacency to building-products and industrial distribution models

Potential Concerns

- Mostly large-enterprise public-company background
- Limited public evidence of PE or carve-out work
- Industrial/manufacturing depth is narrower than some other candidates

Interview Topics

- How Ferguson balances digital commerce, branch operations, and pro-customer workflows
- Examples of quick-win digital initiatives that improved margin or customer retention
- Experience with legacy platform modernization in a distributed branch environment
- Motivation to move from a large-enterprise CDIO seat into a PE operating role

13. Mohit Jain

Chief Information Officer at FleetPride

Previous: Chief Technology Officer at FFE Transportation Services **Location:** Dallas, Texas, United States

LinkedIn: https://www.linkedin.com/in/mohitjainit

MODERATE — Adjacent

Jain is one of the better adjacent operating-company candidates because FleetPride mirrors many of Nautic's target realities: branch distribution, complex parts data, multi-site operations, acquisitions, and PE ownership. His long tenure there and earlier transportation technology background suggest practical experience with legacy platforms, service operations, and enterprise change in a highly distributed industrial environment. He is likely stronger as a proven platform operator than as a tested sponsor-side influencer across several portfolio companies, so the question is portability rather than raw capability. He is worth pursuing if Nautic is open to a strong industrial distribution CIO who could step into a broader advisory model.

Client Criteria

Highly preferred current Digital Operating Partner/Advisor at a peer middle-market PE firm: Fail - he is a corporate CIO, not a current PE operating advisor. Must have 15+ years business leadership with applied technology in Industrials: Meet - he has 25+ years across distribution, trucking, and manufacturing-related environments. Must thrive in middle-market PE settings: carve-outs, legacy tech, incomplete data: Partially meet - FleetPride is PE-backed and acquisition-heavy, but direct sponsor-side carve-out evidence is limited. Remote role; travel 5-10 days/month to portfolio companies: Meet - Dallas-based national operating scope makes the travel model practical. Role is exclusive to Nautic - no digital transformation work for other PE firms: Meet - no evidence suggests concurrent work for other PE firms.

Career History

- **CIO**, FleetPride (2-2021 – Present)
- **VP Information Technology**, FleetPride (2-2018 – 2-2021)
- **Sr Director IT Applications, BI and Infrastructure**, FleetPride (1-2017 – 1-2018)
- **Director, IT Operations, Packaged Applications and BI**, FleetPride (1-2014 – 1-2017)
- **Senior Technology Advisor - Board Member**, Innovation TVA (3-2015 – Present)
- **CTO**, FFE Transportation Services (7-2011 – 11-2013)
- **Director IT**, FFE Transportation Services (7-2007 – 7-2011)
- **Managing Consultant**, KD Software Services (1-2001 – 7-2007)
- **Consultant**, KD Software Services (1996 – 2001)

Education

Executive MBA, Business — SMU Cox School of Business

Master of Science (MS), Soil Sciences — Texas A&M University

MS, Civil Engineering — Texas A&M University

Key Strengths

- CIO in a PE-backed industrial distribution platform with branch and service complexity
- Long record in enterprise applications, BI, and platform modernization
- Understands legacy tech and change management in distributed operations

Potential Concerns

- No direct sponsor-side operating partner experience
- Public evidence on carve-outs and TSA exits is limited
- Commercial levers like pricing and punchout need probing

Interview Topics

- FleetPride use cases in branch digitization, parts data, service operations, EDI, and eCommerce
- Exposure to acquisitions, carve-outs, and legacy-system consolidation
- How he partners with commercial leadership on pricing and customer experience
- Interest in moving from a single-platform CIO role into cross-portfolio advisory work

Enrichment: Sources conflict on FleetPride join date and title history; LinkedIn shows joining in 2014 and becoming CIO in 2021, while some company summaries refer to the timeline differently.

14. Dale Kendall

Chief Digital Officer at FleetPride

Previous: Vice President, eCommerce at MRC Global **Location:** Houston, Texas, United States

LinkedIn: https://www.linkedin.com/in/dalekendall

MODERATE — Adjacent

Kendall offers highly relevant commercial-digital depth from FleetPride, MRC Global, and WESCO, all close to Nautic's industrial distribution thesis. He is especially attractive for near-term EBITDA levers around eCommerce, customer portals, B2B channel digitization, and likely EDI and punchout in SKU-rich environments. The gap is breadth: his profile is more front-end commercial digital than full-stack operating partner, with less visible evidence on ERP separation, MDM/PIM, or plant and data foundation work. He is a worthwhile conversation if Nautic wants to overweight commercial lift, but he may need to be paired conceptually with deeper enterprise-transformation experience.

Client Criteria

Highly preferred current Digital Operating Partner/Advisor at a peer middle-market PE firm: Fail - he is a corporate Chief Digital Officer, not a PE operating advisor. Must have 15+ years business leadership with applied technology in Industrials: Meet - he has more than 20 years leading digital and eCommerce programs in industrial distribution and B2B sectors. Must thrive in middle-market PE settings: carve-outs, legacy tech, incomplete data: Partially meet - current and prior roles are relevant, but direct carve-out and PE portfolio evidence is limited. Remote role; travel 5-10 days/month to portfolio companies: Meet - his current national operating role suggests the travel expectation is workable. Role is exclusive to Nautic - no digital transformation work for other PE firms: Meet - no concurrent PE advisory work is evident.

Career History

- **Chief Digital Officer**, FleetPride (3-2025 – Present)
- **Vice President, eCommerce**, MRC Global (7-2020 – 10-2024)
- **Vice President, E-Commerce**, WESCO Distribution (9-2014 – 1-2020)
- **Vice President, eCommerce - Cardinal Health at Home**, Cardinal Health (3-2011 – 9-2014)
- **Vice President, Enterprise eBusiness**, Thermo Fisher Scientific (4-2008 – 10-2010)
- **Director, Enterprise eBusiness**, Thermo Fisher Scientific (10-2003 – 4-2008)
- **Sr. Director, E-commerce**, PC Connection, Inc., (1-2002 – 10-2003)
- **Vice President, Site Management and Design**, Egghead.com (10-2000 – 11-2001)
- **Director, Web Operations**, Egghead.com (6-1999 – 9-2000)
- **Merchandising Planning Manager**, Egghead.com (1-1998 – 5-1999)
- **Advertising Planning Manager**, Egghead.com (11-1996 – 12-1997)
- **General Manager**, Nirk Archery (3-1993 – 10-1996)
- **Audit Associate**, Coopers & Lybrand (1-1991 – 2-1993)

Education

Bachelor of Science, Accounting — University of Idaho

Key Strengths

- Strong industrial distribution eCommerce pedigree from FleetPride, MRC Global, and WESCO
- Commercially fluent in digital sales, portals, and channel digitization
- Likely strong on customer experience and quick EBITDA levers

Potential Concerns

- Less visible back-end ERP, data, and separation experience
- No PE operating partner background
- Only recently joined FleetPride

Interview Topics

- Specific EBITDA impact from eCommerce, customer portals, and B2B channel tools
- Experience with EDI, punchout, pricing, and SKU-rich catalog management
- Breadth beyond commercial front-end into ERP, data, and post-merger integration
- Appetite for an exclusive PE role versus a corporate CDO path

Enrichment: Current role is confirmed; previous role history was completed from LinkedIn because the initial web summary did not specify a prior employer with high confidence.

15. Mark Mazurkiewicz

Chief Information Officer at Protective Industrial Products

Previous: Chief Information Officer at ALKEGEN **Location:** Latham, New York, United States

LinkedIn: https://www.linkedin.com/in/mark-mazurkiewicz-04922951

MODERATE — Adjacent

Mazurkiewicz is relevant because PIP combines industrial distribution, manufacturing, acquisition integration, and PE ownership in a way that resembles several Nautic portfolio patterns. His CIO track record points to business transformation, ERP work, and integration execution in a global acquisitive platform. He looks better suited to operating-company transformation than sponsor-side portfolio advising, so his candidacy depends on whether Nautic wants a pragmatic operator who can transfer playbooks across companies. Key questions are commercial fluency around pricing, eCommerce, and EDI, plus whether he has led carve-out separations rather than standard integrations.

Client Criteria

Highly preferred current Digital Operating Partner/Advisor at a peer middle-market PE firm: Fail - he is a portfolio-company CIO, not a PE operating advisor. Must have 15+ years business leadership with applied technology in Industrials: Meet - his background spans more than 20 years in industrial manufacturing and distribution environments. Must thrive in middle-market PE settings: carve-outs, legacy tech, incomplete data: Partially meet - he operates in a PE-backed, acquisitive platform, but direct sponsor-side carve-out evidence is not clear. Remote role; travel 5-10 days/month to portfolio companies: Meet - his U.S.-based executive profile makes that travel pattern reasonable. Role is exclusive to Nautic - no digital transformation work for other PE firms: Meet - no concurrent PE advisory work is evident.

Career History

- **Chief Information Officer**, Protective Industrial Products (2-2023 – Present)
- **Chief Information Officer**, ALKEGEN (1-2020 – 3-2023)
- **Global Business Systems Director at Unifrax I LLC**, ALKEGEN (7-2017 – 3-2023)
- **Global Business Systems Manager**, ALKEGEN (8-2016 – 1-2020)
- **Director of Enterprise Architecture**, Excellus BCBS (1-2015 – 2-2016)
- **IT Director**, Lifetime Health Medical Group (5-2011 – 1-2015)
- **IT Director**, International Imaging Materials, Inc. (IIMAK) (2-2001 – 5-2011)

Education

Bachelor of Arts (B.A.), Mathematics and Computer Science — University at Buffalo

Key Strengths

- CIO in a PE-backed, acquisitive industrial distribution and manufacturing platform
- Proven acquisition-integration and ERP experience
- Practical operator in a complex global business

Potential Concerns

- Sponsor-side portfolio advising is unproven
- Carve-out separation experience is not clearly documented
- Commercial digital depth needs testing

Interview Topics

- Acquisition integration playbook at PIP and how tech supported synergy capture
- Exposure to distributor economics, customer connectivity, and ERP rationalization
- Examples of operating in incomplete-data environments
- Readiness for multi-portfolio advisory work rather than a single-company CIO scope

16. Claudio D'Agostino

Chief Information Officer at CentroMotion

Previous: Director of IT - Latin America at Quad/Graphics **Location:** Greater Milwaukee, Wisconsin, United States

LinkedIn: https://www.linkedin.com/in/claudiodagostino

MODERATE — Adjacent

D'Agostino brings exactly the sort of messy industrial systems work Nautic will encounter: multi-site manufacturing, six ERPs, a data-lake build, and global demand-planning and S&OP standardization. His CentroMotion experience suggests he can create plant and data foundations in complex legacy environments, which is highly relevant for medium-term ERP and data work. He is less obviously commercial than distribution-led candidates and has no clear sponsor-side operating role, so he reads as a strong industrial operator rather than a ready-made PE advisor. He is worth exploring if Nautic wants hands-on manufacturing CIO talent with credibility in ERP simplification and industrial analytics.

Client Criteria

Highly preferred current Digital Operating Partner/Advisor at a peer middle-market PE firm: Fail - he is a corporate CIO, not a PE operating advisor. Must have 15+ years business leadership with applied technology in Industrials: Meet - he has long-tenured senior technology experience in industrial manufacturing and logistics-related settings. Must thrive in middle-market PE settings: carve-outs, legacy tech, incomplete data: Partially meet - his current platform clearly involves legacy complexity, but sponsor-side PE and carve-out credentials are limited. Remote role; travel 5-10 days/month to portfolio companies: Meet - his U.S. location makes the travel requirement practical. Role is exclusive to Nautic - no digital transformation work for other PE firms: Meet - no outside PE advisory work is visible.

Career History

- **Chief Information Officer**, CentroMotion (11-2019 – Present)
- **Director of Applications Development**, University of Wisconsin-Whitewater (1-2017 – 1-2020)
- **Director of IT - Latin America**, Quad/Graphics (5-2010 – 12-2016)
- **Information Services & Solutions Manager**, CEVA Logistics (8-2008 – 5-2010)
- **IT Manager**, Becton Dickinson (8-2003 – 8-2008)

Education

Systems Engineering, Systems Engineering — University of Buenos Aires

Specialist in Managerial Engineering, Business Administration and Management, General — Universidad Tecnológica Nacional

Bachelor’s Degree, Music Teacher Education — National Institute for the Arts (IUNA - Cárlos López Buchardo)

Key Strengths

- Led multi-ERP unification, data-lake creation, and S&OP standardization
- Strong multi-site industrial manufacturing and analytics foundation
- Comfortable in messy legacy environments

Potential Concerns

- Commercial and distribution levers are less explicit
- No sponsor-side PE operating role

- Broader cross-portfolio influence experience is unproven

Interview Topics

- How CentroVISION unified six ERPs and what commercial or operational lift it enabled
- S&OP, planning, and plant-data foundations in multi-site industrial settings
- Experience partnering with commercial teams versus manufacturing and operations only
- Interest in stepping from a portfolio-company CIO role into sponsor-side advisory work

17. Brian Kudeba

Senior Vice President, Technology at Brenntag

Previous: Vice President, Digital Technology Strategy & Transformation at Ipsen **Location:** Essen, Germany

LinkedIn: https://de.linkedin.com/in/briankudeba

EXPLORATORY — Adjacent

Kudeba is most relevant for Nautic's specialty materials and chemicals problems, especially around ERP modernization, SAP S/4HANA, and data/platform foundations across a complex distribution network. He brings senior transformation depth and should be helpful in environments with fragmented systems and global process standardization issues. That said, his public profile reads more infrastructure-and-enterprise-technology heavy than commercially led, and he appears farther from the branch-level pricing, eCommerce, and field adoption work emphasized in the mandate. He is worth exploratory outreach if Nautic wants a materials-facing systems architect more than a front-end digital value-creation operator.

Client Criteria

Highly preferred: fail — he is not a current Digital Operating Partner/Advisor at a peer middle-market PE firm. Must have 15+ years business leadership with applied technology in Industrials: partially meet — he has extensive applied technology leadership, but only part of that tenure is clearly in industrial or chemical-distribution contexts. Must thrive in middle-market PE settings: fail — public evidence points to large-enterprise transformation work rather than PE carve-outs or portfolio operating environments. Remote role; travel 5-10 days/month to portfolio companies: unknown — U.S. travel from a Germany base may be feasible, but no preference is public. Role is exclusive to Nautic — no digital transformation work for other PE firms: unknown — no competing PE affiliations are visible, but exclusivity willingness is not established.

Career History

- **Senior Vice President Technology Brenntag Group**, Brenntag (9-2025 – Present)
- **VP, Digital Technology Strategy & Transformation**, Ipsen (12-2018 – 7-2025)
- **Global CIO, ad interim**, Ipsen (1-2023 – 6-2023)
- **Director, Administrative Systems**, Fidelis Care (5-2016 – 11-2018)
- **Managing Director**, Info-Tech Research Group (11-2012 – 4-2016)
- **Partner, Director - Management Consulting Practice**, CGI (9-2008 – 10-2012)
- **Delivery Executive / Practice Leader**, EDS (10-2001 – 5-2008)
- **Manager**, A.T. Kearney (7-2000 – 9-2001)
- **E.Strategy Consultant / Consultant Architect**, EDS (5-1999 – 6-2000)
- **Engagement Director / Project Director**, MCI Systemhouse (6-1997 – 4-1999)

Education

MBA, MIS / Entrepreneurship — Schulich School of Business - York University

Bachelor of Arts - BA, Applied Economics — University of Waterloo

Ipsen Impact Together - Leadership Program — IMD

Key Strengths

- Strong specialty chemicals/distribution relevance

- Deep ERP, infrastructure, and transformation experience
- Useful fit for data foundation and systems-separation work

Potential Concerns

- More enterprise IT/infrastructure oriented than commercial digital
- Europe-based for a U.S. travel-heavy role
- No direct PE or middle-market operating evidence

Interview Topics

- How he approaches SAP, master data, and platform modernization in chemical distribution
- Examples of turning large-scale IT programs into commercial or EBITDA impact
- Experience working through legacy systems and incomplete data in acquired environments
- Interest in a U.S.-travel-heavy advisor role versus global enterprise transformation

Enrichment: Some third-party directories still list him at Ipsen; LinkedIn and Brenntag directory evidence support the current Brenntag role.

18. Nizar Trigui

Chief Technology Officer at GXO Logistics, Inc.

Previous: Chief Executive Officer at Bridgestone Mobility Solutions **Location:** Greenwich, Connecticut

LinkedIn: https://www.linkedin.com/in/nizar-trigui-34a47a19

EXPLORATORY — Adjacent

Trigui is an exploratory adjacent option from the logistics lane, with credible experience translating technology into operational execution and AI-enabled productivity. GXO's scale and his prior mobility/manufacturing leadership give him relevance for inventory visibility, automation, data capture, and multi-site operating complexity. He could be interesting if Nautic wants a more technology-forward operator who can help build data and automation foundations across several companies. The gaps are meaningful: less direct exposure to industrial distribution commercial levers like pricing and eProcurement, and no clear PE operating-partner history.

Client Criteria

Highly preferred: fail — he is not a current Digital Operating Partner/Advisor at a peer middle-market PE firm. Must have 15+ years business leadership with applied technology in Industrials: meet — he has a long cross-sector record spanning automotive, mobility, manufacturing, and logistics technology leadership. Must thrive in middle-market PE settings: fail — public evidence points to large-enterprise transformation roles rather than PE carve-outs, legacy-data turnarounds, or portfolio settings. Remote role; travel 5-10 days/month to portfolio companies: unknown — nothing public confirms or rules out this travel model. Role is exclusive to Nautic — no digital transformation work for other PE firms: unknown — no competing PE affiliations are visible, but willingness to move into an exclusive model is untested.

Career History

- **Chief Technology Officer**, GXO Logistics, Inc. (1-2024 – Present)
- **Chief Executive Officer**, Bridgestone Mobility Solutions (2-2022 – 1-2024)
- **Chief Technology Officer**, Bridgestone (3-2017 – 4-2022)
- **Group President, Mobility Solutions**, Bridgestone (1-2020 – 1-2022)
- **Executive Vice President and Chief Technology Officer**, Dura Automotive (11-2013 – 3-2017)
- **Business Executive - Global Chief Engineer**, Ford Motor Company (1-2006 – 11-2013)
- **Program Executive**, Ford Motor Company (1-2004 – 12-2005)
- **Engineering Executive**, Jaguar Land Rover (1-2000 – 12-2003)
- **Product Manager**, Ford Motor Company (10-1991 – 12-1999)

Education

CEO College — Yale School of Management

Ph.D., Mechanical Engineering — The Ohio State University

M.S., Mechanical Engineering — The Ohio State University

B.S., Mechanical Engineering — The Ohio State University

Key Strengths

- Strong AI, automation, and multi-site operating technology background
- Credible senior business-plus-technology leadership
- Useful secondary adjacency from logistics and operational visibility

Potential Concerns

- Limited direct industrial distribution and pricing/eProcurement experience
- No direct PE or middle-market operating evidence
- May skew more technology-platform than commercially grounded operator

Interview Topics

- How GXO IQ and other initiatives converted technology into measurable operating value
- Relevance of logistics automation and visibility tools to industrial distribution portfolios
- Comfort operating in messier, smaller-scale environments than GXO
- Whether he can lead commercial digital value creation beyond core technology modernization

Enrichment: Current GXO CTO role is confirmed; LinkedIn provided the prior-role detail that was missing from the initial research narrative.

19. Maneet Singh

Chief Information Officer & Chief Digital Officer at Odyssey Logistics

Previous: Chief Information Officer at Snap One **Location:** Charlotte, North Carolina, United States

LinkedIn: https://www.linkedin.com/in/maneet

EXPLORATORY — Adjacent

Singh brings senior applied-technology leadership in logistics, supply chain, and industrial-adjacent businesses, with clear exposure to cloud, ERP, data modernization, and M&A integration. His current CIO and CDO remit at Odyssey makes him commercially oriented and relevant to customer-facing digital transformation, but he has not yet proven the sponsor-side multi-portfolio influence model this role requires. He could add value on distribution and logistics-style digital levers and enterprise architecture cleanup in carve-out situations. Open questions are depth in middle-market PE settings and appetite to move from a corporate CIO and CDO seat into an exclusive advisor role.

Client Criteria

Highly preferred current Digital Operating Partner/Advisor at a peer middle-market PE firm: Fail - he is a corporate CIO and CDO, not a current PE operating advisor. Must have 15+ years business leadership with applied technology in Industrials: Partially meet - he clearly has the tenure, but his background is more logistics and supply chain than core industrials. Must thrive in middle-market PE settings: carve-outs, legacy tech, incomplete data: Partially meet - M&A integration and legacy-tech work are evident, but direct PE carve-out experience is not. Remote role; travel 5-10 days/month to portfolio companies: Meet - his current executive scope suggests a travel-heavy model is feasible. Role is exclusive to Nautic - no digital transformation work for other PE firms: Meet - no outside PE advisory work is visible.

Career History

- **CIO & Chief Digital Officer**, Odyssey Logistics (5-2025 – Present)
- **Chief Information Officer**, Odyssey Logistics (7-2023 – 5-2025)
- **Chief Information Officer**, Snap One (5-2022 – 7-2023)
- **Chief Information Officer**, Delek US Holdings, Inc. (6-2021 – 5-2022)
- **Senior Vice President–IT Shared Services**, XPO Logistics, Inc. (9-2016 – 6-2021)
- **Vice President of IT (Business Systems Transformation and Integration Executive Lead)**, Harris Corporation (3-2015 – 9-2016)
- **Vice President of IT (Division CIO)**, Harris Corporation (5-2013 – 3-2015)
- **Director of Corporate IT and Enterprise Applications/Supply Chain**, Emerson (2-2011 – 5-2013)
- **Director of HR Payroll Shared Services**, Emerson (8-2006 – 1-2011)
- **Manager, IT**, Emerson (4-2004 – 8-2006)
- **Manager**, Capgemini Consulting (8-2000 – 3-2004)

Education

MBA, Business — Washington University in St. Louis - Olin Business School

PMP, Project Management — Project Management Institute

B. Tech, Metallurgy and Materials Sciences — Indian Institute of Technology, Bombay

Chief Strategy Officer — Wharton Executive Education

Key Strengths

- Current CIO and CDO with strong data, ERP, and M&A integration profile
- Logistics and supply-chain adjacency fits parts of Nautic's thesis
- Commercially oriented technology leadership

Potential Concerns

- Not a current PE operating advisor
- Industrials fit is adjacent rather than direct
- Need to test willingness to shift from operator to advisor model

Interview Topics

- M&A integration and data or ERP modernization at Odyssey, Snap One, and XPO
- Transferability from logistics to industrial portfolio value creation
- Examples of commercial digital wins, not just enterprise IT modernization
- Motivation to move from operator CDO and CIO to sponsor-side advisor

20. Kevin Johnson

Vice President & Chief Information Officer at Clarience Technologies

Previous: Chief Information Officer at HoMedics LLC **Location:** Sterling Heights, Michigan, United States

LinkedIn: https://www.linkedin.com/in/kevin-johnson0929

EXPLORATORY — Adjacent

Johnson is a seasoned CIO running technology across Clarience's multi-brand industrial platform, giving him exposure to systems integration, business intelligence, cybersecurity, and global operations. The platform's mix of manufacturing, aftermarket channels, and telematics makes him relevant to Nautic's industrial transformation agenda, especially where digital and physical products intersect. That said, the public record is lighter on PE carve-outs, sponsor-side portfolio work, and specific commercial levers such as EDI, pricing, and eProcurement. He is worth a discussion as a broad industrial CIO, but fit depends on how much of his work has been true value creation versus core IT leadership.

Client Criteria

Highly preferred current Digital Operating Partner/Advisor at a peer middle-market PE firm: Fail - he is a corporate CIO, not a PE operating advisor. Must have 15+ years business leadership with applied technology in Industrials: Meet - he has decades of senior technology leadership in manufacturing-related environments. Must thrive in middle-market PE settings: carve-outs, legacy tech, incomplete data: Partially meet - Clarience is a complex private multi-brand platform, but direct PE carve-out evidence is limited. Remote role; travel 5-10 days/month to portfolio companies: Meet - his U.S.-based executive profile makes the travel requirement feasible. Role is exclusive to Nautic - no digital transformation work for other PE firms: Meet - no concurrent PE advisory work is apparent.

Career History

- **Vice President & Chief Information Officer**, Clarience Technologies (5-2023 – Present)
- **Chief Information Officer**, Clarience Technologies (2-2020 – Present)
- **Chief Information Officer**, HoMedics LLC (5-2012 – 2-2020)
- **VP of Information Technology**, HoMedics LLC (10-2005 – 5-2012)
- **Director of Technology**, HoMedics Inc. (10-2001 – 10-2005)
- **Senior Manager - Information Technology**, HoMedics Inc. (10-1999 – 10-2001)
- **Principal Consultant**, PricewaterhouseCoopers (7-1995 – 10-1999)
- **Development Analyst, Team Leader**, First Security Savings Bank (8-1993 – 7-1995)
- **Consultant**, Complete Business Solutions Inc. (10-1990 – 8-1993)

Education

MBA, Finance, Entrepreneurial Management — Wayne State University

B.S., Management Information Systems — Wayne State University

Key Strengths

- Seasoned CIO across a large multi-brand industrial platform
- Experience with integrations, BI, cybersecurity, and digital-product ecosystems
- Comfortable with global multi-site operating complexity

Potential Concerns

- Less evidence on PE carve-outs and sponsor-side work
- Commercial levers like pricing and EDI are not well surfaced
- May skew more toward enterprise IT than portfolio value creation

Interview Topics

- How Clarience balanced core IT, cybersecurity, and digital product or telematics growth
- M&A and systems-integration examples across a multi-brand industrial platform
- Exposure to pricing, eProcurement, EDI, or aftermarket channel digitization
- Interest in portfolio-wide PE value creation work

21. Jean-Christophe Witz

CIO & Campus Site Leader at Husky Technologies

Location: Dudelange, Luxembourg **LinkedIn:** https://lu.linkedin.com/in/jeanchristophewitz

EXPLORATORY — Adjacent

Witz brings global industrial CIO experience with credible Industry 4.0, automation, and end-to-end process transformation exposure inside Husky. He could help on Nautic's longer-horizon plant, OT, and data-foundation agenda in complex manufacturing settings. Relative to the mandate, his gaps are sponsor-side PE experience, U.S. market proximity, and visible commercial-distribution use cases such as eCommerce, EDI, or pricing analytics. He is an interesting international manufacturing option, but not as directly on-spec as current PE operating partners or U.S.-based industrial distribution leaders.

Client Criteria

Highly preferred current Digital Operating Partner/Advisor at a peer middle-market PE firm: Fail - he is a corporate industrial CIO, not a PE operating advisor. Must have 15+ years business leadership with applied technology in Industrials: Meet - he has long-tenured leadership in industrial manufacturing and digitalization. Must thrive in middle-market PE settings: carve-outs, legacy tech, incomplete data: Partially meet - legacy industrial transformation is clear, but sponsor-side PE and carve-out evidence is limited. Remote role; travel 5-10 days/month to portfolio companies: Partially meet - frequent U.S. travel from Luxembourg may be possible but is materially less practical than for U.S.-based candidates. Role is exclusive to Nautic - no digital transformation work for other PE firms: Meet - no outside PE advisory work is visible.

Career History

- **CIO & Campus site leader**, Husky Technologies (12-2024 – Present)
- **Chief Information Officer**, Husky Technologies (6-2020 – Present)
- **Director of Digitalization**, Husky Technologies (1-2018 – 6-2020)
- **Strategic Deployment Leader Factory Of the Future**, Husky Technologies (7-2016 – 1-2018)
- **Advanced Solutioning Global Manager (R&D)**, Husky Technologies (2-2014 – 1-2018)
- **Team Leader Advanced Engineering (R&D)**, Husky Technologies (9-2009 – 2-2014)
- **Project Manager Advanced Engineering (R&D)**, Husky Technologies (3-2007 – 9-2009)
- **Associate**, ZEILT productions (1-2008 – Present)
- **Industrialization and transformation leader**, Savoilor (1-1999 – 3-2007)

Education

DESS, sciences — Université de Metz

Key Strengths

- Strong Industry 4.0, automation, and global process-transformation experience
- Long tenure inside a complex industrial manufacturer
- Credible plant, OT, and data-foundation leader

Potential Concerns

- Based in Luxembourg for a U.S.-centric travel role

- Limited visible commercial-distribution use cases
- No clear PE operating or carve-out background

Interview Topics

- Industry 4.0 and automation programs that drove measurable operational impact
- Global process harmonization in a complex manufacturing environment
- Commercial-digitization exposure alongside factory and OT transformation
- Practicality of a U.S.-focused travel model and interest in sponsor-side work

Enrichment: Current role expanded in 2024 to CIO & Campus Site Leader; earlier research referred only to CIO.

Rising Stars

3 candidates

22. Matt Musick

Principal, Technology at TSG Consumer Partners

Previous: Principal, CTO Portfolio Operations at Platinum Equity **Location:** St. Louis, Missouri

LinkedIn: https://www.linkedin.com/in/mattmusick

MODERATE — Rising Star

Musick is one of the closest fits in this stream because he has very recent hands-on responsibility for portfolio-operations technology at Platinum Equity, including diligence, post-close integration, and 100-day value-creation planning across acquired assets. That background maps well to Nautic's need for a digital operator who can work through influence across carve-outs, fragmented systems, and uneven data rather than run a centralized IT function. He also brings long-tenured CIO/CTO leadership from operating companies, which should help with credibility inside middle-market industrial businesses. The main questions are how deep his direct industrial distribution/materials exposure is and whether his recent move to TSG signals low near-term mobility, but he still merits priority outreach.

Client Criteria

Highly preferred: current Digital Operating Partner/Advisor at a peer middle-market PE firm — Partially meets: he is currently a technology principal at a PE firm and was very recently Principal/CTO Portfolio Operations at Platinum Equity, but he does not hold an explicit Operating Partner/Advisor title. Must have 15+ years business leadership with applied technology in Industrials — Partially meets: he has 25+ years of CIO/CTO and PE technology leadership, though the public record shows mixed-sector exposure rather than clearly industrial-heavy operating roles. Must thrive in middle-market PE settings: carve-outs, legacy tech, incomplete data — Meets: his Platinum Equity portfolio-operations role directly involved diligence, transitions, integrations, and value creation in PE environments. Remote role; travel 5-10 days/month to portfolio companies — Meets: research explicitly cites site-integration work and travel readiness, and his portfolio role would have required regular on-site engagement. Role is exclusive to Nautic — no digital transformation work for other PE firms — Fails currently: he is employed by TSG Consumer Partners, so exclusivity would require a full departure rather than parallel advisory work.

Career History

- **Principal, Technology**, TSG Consumer Partners (9-2025 – Present)
- **Principal, CTO Portfolio Operations**, Platinum Equity (1-2025 – 8-2025)
- **SVP, CTO Portfolio Operations**, Platinum Equity (1-2024 – 8-2025)
- **VP, CTO Portfolio Operations**, Platinum Equity (6-2021 – 8-2025)
- **President**, Birch Tree Technologies (12-2016 – 5-2021)
- **Chief Information Officer - CIO, Vice President**, Shamrock Trading Corporation (6-2012 – 12-2016)
- **Chief Information Officer - CIO, Vice President**, Aptuit (3-2007 – 6-2012)
- **Senior Software Engineer**, DST Systems (11-2004 – 3-2007)
- **Director of IT**, Suddenlink Communications (7-2003 – 11-2004)
- **Senior PeopleSoft Consultant**, Boeing (9-2000 – 7-2003)
- **Senior Software Engineer**, City Utilities of Springfield (9-1999 – 8-2000)
- **PeopleSoft Technical Consultant for DST**, DST Systems (3-1999 – 8-1999)
- **Process Analyst - PeopleSoft Developer**, Accenture (8-1997 – 3-1999)

Education

B.S., Business Administration — William Jewell College

MBA, Finance — Missouri State University

Key Strengths

- Recent portfolio-operations technology leadership inside a major PE platform
- Hands-on experience with diligence, integration, and post-close value creation
- Prior CIO/CTO operating background that can translate well with portfolio management teams

Potential Concerns

- Current platform is consumer-focused, so industrial sector depth is not fully proven from public sources
- Recent move to TSG may reduce near-term likelihood of a move
- Commercial digital toolset breadth beyond core IT/portfolio operations should be tested

Interview Topics

- Specific examples of technology-led EBITDA impact in Platinum portfolio companies
- How he prioritized commercial quick wins versus ERP/TSA separation work in the first 100 days
- Depth of experience in industrial distribution/manufacturing use cases such as EDI, pricing analytics, VMI, PIM, and CPQ
- Interest in an exclusive operating-advisor model and travel cadence across a U.S. portfolio

Enrichment: LinkedIn and web enrichment show he left Platinum Equity in 2025 and is now Principal, Technology at TSG Consumer Partners; prior Platinum CTO Portfolio Operations titles were confirmed.

23. Prayag Patel

Senior Vice President, Portfolio Support (Office of the CIO) at Audax Private Equity

Previous: Director at PwC **Location:** Edgewater, New Jersey, United States

LinkedIn: https://www.linkedin.com/in/prayag

MODERATE — Rising Star

Patel is a credible step-up candidate from Audax's Office of the CIO, with a transaction-heavy background in carve-outs, integrations, and portfolio technology support. He appears particularly useful for the messy execution side of the mandate, including standing up global carve-outs, rationalizing legacy systems, and translating diligence findings into post-close plans. Compared with current operating partners, he has less time in senior industrial line leadership and a shorter direct sponsor-side tenure, so he is better framed as an emerging operator than a proven portfolio-wide advisor. He is worth engaging if Nautic is open to a high-upside rising star rather than only established operating partners.

Client Criteria

Highly preferred current Digital Operating Partner/Advisor at a peer middle-market PE firm: Partially meet - he is in Audax's Office of the CIO, but sits below the Operating Partner and Advisor level. Must have 15+ years business leadership with applied technology in Industrials: Partially meet - he has deep digital and transformation experience, though industrial operating leadership is less direct. Must thrive in middle-market PE settings: carve-outs, legacy tech, incomplete data: Meet - carve-outs and integration work are central to his profile. Remote role; travel 5-10 days/month to portfolio companies: Meet - his current portfolio-support role appears compatible with that travel model. Role is exclusive to Nautic - no digital transformation work for other PE firms: Partially meet - he would need to leave Audax to satisfy exclusivity.

Career History

- **OCIO**, Audax Private Equity (1-2025 – Present)
- **Director**, PwC (11-2021 – 11-2024)
- **Managing Director**, FTI Consulting (3-2020 – 11-2021)
- **Senior Director**, FTI Consulting (11-2014 – 3-2020)
- **Founder / Digital Strategy Consultant**, BrainML, LLC (7-2011 – 12-2018)
- **SVP, Digital & Interactive Services**, Ruder Finn Interactive (10-2006 – 7-2011)
- **Sr. Manager (Interactive)**, G2 Interactive (G2i, Inc.) (9-2005 – 10-2006)
- **Sr. Project Manager - Digital Services**, Icon Nicholson (9-2004 – 8-2005)
- **Technologist**, Ogilvy & Mather (1-2000 – 3-2004)
- **Tech Specialist**, IBM (1-1998 – 12-1999)

Education

EMBA-Global, Entrepreneurship/Marketing — Columbia Business School

EMBA - Global, Entrepreneurship/Marketing — London Business School

BSc, MIS — New Jersey Institute of Technology

St. Xavier's College

Key Strengths

- Transaction-heavy carve-out and integration experience

- Current Audax portfolio-support role gives real PE exposure
- Strong translator of diligence findings into execution plans

Potential Concerns

- Below partner or advisor level today
- Industrial operating depth is less proven than his consulting and portfolio-support experience

Interview Topics

- Best examples of carve-outs and day-one or 100-day technology plans at Audax
- How he converts diligence findings into EBITDA-focused execution roadmaps
- Depth in industrial and manufacturing settings versus consulting-led transformations
- Readiness for a step-up from OCIO support to a portfolio-wide advisor role

Enrichment: LinkedIn uses the shorthand OCIO while Audax lists the formal title Senior Vice President, Portfolio Support (Office of the CIO). LinkedIn location is Edgewater, NJ, while Audax materials base him in Boston.

24. Jeff Christensen

Director, Product and Digital Innovation at Arsenal Capital Partners

Previous: VP of Product at Seegrid **Location:** Pittsburgh, Pennsylvania

LinkedIn: https://www.linkedin.com/in/jeffmchristensen

EXPLORATORY — Rising Star

Christensen is an interesting step-up profile because he now sits inside Arsenal's industrial growth platform and previously led product at Seegrid, giving him exposure to industrial automation, software-enabled operations, and portfolio-oriented innovation work. His background suggests strength in customer-facing digital product strategy, adoption, and translating technology into practical user outcomes, which could help on eCommerce, workflow digitization, and analytics enablement. The main gap is that his record appears more product- and innovation-led than full-spectrum portfolio operations, with limited public evidence of carve-outs, ERP separations, MDM/PIM/CPQ, or the data-remediation work common in middle-market industrial PE. He is worth an exploratory conversation as a rising star, but he would need to prove he can operate as a hands-on value-creation advisor rather than primarily a product strategist.

Client Criteria

Highly preferred: current Digital Operating Partner/Advisor at a peer middle-market PE firm — Partially meets: he is currently in a digital role at a peer PE firm, but at director level and without an Operating Partner/Advisor mandate. Must have 15+ years business leadership with applied technology in Industrials — Partially meets: he has 25+ years in product and technology leadership with industrial exposure at Seegrid and Arsenal's industrial growth team, but not a long public record running technology inside industrial operating businesses. Must thrive in middle-market PE settings: carve-outs, legacy tech, incomplete data — Partially meets: current Arsenal experience indicates PE exposure, though repeated carve-out, legacy-tech, and incomplete-data execution is not well evidenced publicly. Remote role; travel 5-10 days/month to portfolio companies — Unknown: his role likely involves portfolio travel, but the available sources do not confirm willingness or expected cadence. Role is exclusive to Nautic — no digital transformation work for other PE firms — Fails currently: he is employed by Arsenal Capital Partners and would need to leave to work exclusively for Nautic.

Career History

- **Director, Product and Digital Innovation**, Arsenal Capital Partners (9-2024 – Present)
- **Principal**, Christensen Strategy Group (8-2022 – 9-2024)
- **VP of Product**, Seegrid (11-2013 – 7-2022)
- **Co-Founder, Chief Product Officer**, Rhiza Labs (4-2008 – 11-2013)
- **Technical Advisor**, Bluetree Allied Angels (1-2005 – 12-2010)
- **Product Manager**, MAYA Design (11-2005 – 4-2008)
- **Director of Product Management**, Inmedius (6-1996 – 11-2005)

Education

Human Computer Interaction — Carnegie Mellon University

Music & Economics — Hope College

Key Strengths

- Current role inside a peer PE firm's industrial growth platform

- Industrial automation and software product leadership from Seegrid
- Strong digital product and user-centered innovation orientation

Potential Concerns

- Limited public evidence of direct multi-portfolio operating cadence and carve-out execution
- May be stronger in product innovation than in ERP, data, and post-close transformation plumbing
- Travel willingness and readiness for an exclusive advisor model are not confirmed

Interview Topics

- Examples of digital value creation work inside Arsenal's industrial growth portfolio
- Hands-on role in Seegrid and Arsenal on industrial commercialization, analytics, and workflow digitization
- Depth of experience with ERP/TSA separation, data foundations, and commercial systems versus product innovation
- Appetite for a travel-heavy, influence-based operating role across multiple portfolio CEOs