

County Council of Howard County, Maryland

2016 Legislative Session

Legislative day # 8

RESOLUTION NO. 96 - 2016

Introduced by: Chairperson at the request of the County Executive

A RESOLUTION confirming the appointment of Cynthia Gula to the Board of Directors of the Economic Development Authority.

Introduced and read first time on July 8, 2016.

By order Jessica Feldmark
Jessica Feldmark, Administrator to the County Council

Read for a second time and a public hearing held on July 18, 2016.

By order Jessica Feldmark
Jessica Feldmark, Administrator to the County Council

This Resolution was read the third time and was Adopted , Adopted with amendments __, Failed __, Withdrawn __ by the County Council on September 6, 2016.

Certified by Jessica Feldmark
Jessica Feldmark, Administrator to the County Council

NOTE: [[text in brackets]] indicates deletions from existing language; TEXT IN SMALL CAPITALS indicates additions to existing language. ~~Strike-out~~ indicates material deleted by amendment; Underlining indicates material added by amendment.

Cynthia Y. Gula

Ellicott City, MD 21042

Executive Profile

High growth executive with experience building companies from the first employee and customer to profitability, acquisition and strategic investment. Helped found two successful cyber security companies in Maryland - Tenable Network Security, which recently raised \$250m, and Network Security Wizards which was acquired by Enterasys Networks in 2001.

Professional Experience

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| Tenable Network Security | <i>Vice President Operations</i> | <i>2003 - 2015</i> | <i>Columbia, MD</i> |
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As the third employee at Tenable, started and operated many of the core business programs such as human resources, legal, finance, information technology, customer support and marketing. Helped recruit key members and executives for each of these teams as the groups matured and grew over 13 years.

Other highlights include supporting the sales team and channel partners with e-commerce and web portals to enable business, implementing NetSuite, managing the building facilities including two major moves and selection of Tenable's existing building, responsibility of Facility Security Officer and acting as official Secretary for Tenable board meetings.

Instrumental in helping Tenable grow to support more than 20,000 customers worldwide, raise more than \$300m in investment from leading venture capital firms, the US government and the state of Maryland and have annual revenue in excess of \$100m. Initiated donuts for the employees on Fridays which is a tradition Tenable still enjoys to this day.

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| Enterasys Networks | <i>Director of Operations</i> | <i>2000 - 2002</i> | <i>Columbia, MD</i> |
|---------------------------|-------------------------------|--------------------|---------------------|

Responsible for operations for the network intrusion detection unit at Enterasys which included international customer support, worldwide distribution of software and appliances, helping to triple the size of the development team based in Columbia, MD selected and planned and executed an office move to a larger facility office.

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| Network Security Wizards | <i>Founder & President</i> | <i>1999 - 2000</i> | <i>Columbia, MD</i> |
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Helped start a network intrusion detection company which had rapid growth and adoption from customers. Within 18 months of founding the company, the flagship product, Dragon, was in use at leading financial, academic, internet and government organizations worldwide. Started and operated all of the accounting, human resources, marketing, facilities and legal teams. When the company was acquired by Enterasys Networks less than two years after founding, the due diligence team commented that they had never worked with a start-up that was so organized.

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| Carr-Lowrey Glass | <i>Quality Engineer</i> | <i>1996 - 1997</i> | <i>Baltimore, MD</i> |
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Analyzed glass products for the perfume industry and oversaw production quality.

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| Syracuse China | <i>Glass Engineer</i> | <i>1993 - 1996</i> | <i>Syracuse, NY</i> |
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Spearheaded the "Lead-Free Glaze" project, resulting in an environmentally friendly set of colors for the commercial china line used in many brand-name restaurant chains such as Don Pablo's.

Education and Certifications

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|---|--------------------------------------|------------------------------|
| Leadership Howard County | <i>Howard County, MD</i> | <i>Premier Class of 2016</i> |
| Bachelor of Science: Glass Engineering | <i>Alfred University, Alfred, NY</i> | <i>1993</i> |