

Cynthia Gula

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 went public July 2018, and Network Security Wizards which was acquired by Enterasys Networks in 2001.

Professional Experience

- 2017 – Present
Ellicott City, MD
www.gula.tech
Gula Tech Adventures, Managing Partner
Since 2017, GTA has invested in dozens of cyber start-ups and funds and supported multiple cyber nonprofits and projects with a focus on cyber technology, strategy and policy.
- 2003 –2015
Columbia, MD
www.tenable.com
Tenable Network Security, VP of Operations
As the third employee at Tenable, Cyndi started and operated many of the core business programs such as human resources, legal, finance, information technology, customer support and marketing. As these groups matured and grew over her 13-year career at Tenable, she helped recruit key members and executives for each of these teams.

Tenable was able to grow to support more than 20,000 customers worldwide, raise more than \$300m in investment from leading venture capital firms, and went public on the NASDAQ July 2018.
- 2000 – 2001
Columbia, MD
www.enterasys.com
Enterasys Networks, Director of Operations
Directed operations for the network intrusion detection unit at Enterasys which included international customer support, worldwide distribution of software and appliances, helped 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.
- 1998 – 2000
Columbia, MD
Network Security Wizards, Co-Founder & President
Started 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. Cyndi 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 as organized.
- 1996 - 1997
Baltimore, MD
Carr-Lowrey Glass, Quality Engineer
Analyzed quality of glass products for the perfume and other container industry.
- 1993 - 1996
Syracuse, NY
Syracuse China, Glass Engineer
Spearheaded the "Lead-Free Glaze" project, resulting in an environmentally friendly set of colors for the commercial china line. This china was used in many brand-name restaurant chains such as Don Pablo's.

Education and Leadership

- 1993 **Bachelor of Science, Glass Engineering Science** – Alfred University, Alfred, NY
- 2016 **Leadership Howard County Premier Class** – Columbia, MD
- 2016 **Howard County Economic Development Authority Board** – Columbia, MD
- 2016 **A-OK Mentoring-Tutoring, Inc Board** – Columbia, MD
- 2019 **Howard County Conservancy Board** – Woodstock, MD