

Stephen A Nicol

Entrepreneur

Most recently, Stephen A. Nicol was Vice President of Field Operations for Cendura Corporation, a Mountain View, California software company specializing in configuration management and enterprise infrastructure management software. As the primary customer executive, he guided the organization through the deployment of Cendura's Cohesion product at several multinational corporations. The resulting customer references and product credibility led to the recent acquisition of Cendura by CA, the New York based software firm.

Prior to his leadership at Cendura, Stephen was Senior Vice President of Sales and Support at Accela Corporation, a provider of government enterprise management software solutions, where he was responsible for worldwide sales and support.

From 1993 to 2002, Stephen was co-founder and Senior Vice President of Sales for Pumatech Inc., where he grew revenue from zero to \$40 million. During his tenure, he managed Pumatech through a successful IPO, resulting in a market capitalization of \$4 billion. Under his guidance, the company attracted 2,000 enterprise customers.

Prior to that, he was Director of Far East Sales for Systemsoft Corporation and OEM Sales Manager for Western Digital Corporation. Stephen began his career as a sales representative for Hewlett Packard Corporation.

He is a graduate of Princeton University. In 2000, the Harvard Business School Alumni Association recognized Stephen as the Entrepreneur of the Year.