

FREDRIK LINDSTROM, MBA

Fractional CIO | CISO | Chief AI Officer

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EXECUTIVE PROFILE

Fractional technology and security executive. Independent practice since January 2026, in AI governance and cybersecurity. Behind it, a CISO seat at a small regulated accounting firm held part-time and continuously since 2020, and a non-executive advisory board seat at a UK AI startup. The full-time record behind that: a global services organisation scaled from \$55M to \$165M, professional services from 150 to 450+ people across more than 75 countries, and managed security services built from zero to more than \$80M in three years. That scale is the product. A 40-person company buys a control environment, an AI governance position or a services operating model designed by someone who has built them at four employers and at two orders of magnitude more complexity, and pays for the days it actually needs. Certified CISSP, CISM, CISA, and AAISM (ISACA Advanced in AI Security Management); interim CIO through a bankruptcy reconstruction and divestiture, taking IT from 300 people and three datacentres to 50 people and one colocation facility; interim CISO for six months at a private-equity firm, building the documentation they had never had and handing a working baseline to the permanent hire. Writes and speaks on AI governance for boards at fredriklindstrom.info and on the Promise & Risk of AI channel.

FRACTIONAL, ADVISORY & BOARD ROLES

Chief Information Security Officer (fractional) | Independent — regulated accounting practice, Orlando | *Orlando, FL* Feb 2020 – Present

- Six years owning the security and technology function of a small regulated professional-services firm, part-time and continuously. Scope covers the written information security program required under the FTC Safeguards Rule, the control set beneath it, vendor and client-data risk, and the annual review cycle.
- One operator, no team, no PMO, a fraction of a week. Everything gets designed to be run by six people who have other jobs — which is a different discipline from designing for an organisation with a security function to absorb it.
- Current work is agentic AI security: what a small regulated firm can safely let an autonomous tool touch, where the client-confidentiality line sits, and how that decision gets evidenced to an examiner who has not yet written the rule.

Advisory Board Member (non-executive) | UK AI startup | *Remote* Aug 2026 – Present

- AI process-intelligence company selling through private-equity funds into their portfolio companies. Non-statutory advisory seat; company name under confidentiality. Brought in for go-to-market shape and for the governance questions a PE buyer asks before an AI tool reaches a portfolio company.

PROFESSIONAL EXPERIENCE

Head of Global Services Sales | Check Point Software Technologies | *Orlando, FL* Jun 2024 – Sep 2026

- Launched the Check Point Services Partnership Program — built the partner-facing services motion from the ground up, covering partner onboarding, enablement, and the joint services offer taken to market alongside the channel. Generating roughly \$10M in annual revenue after its first year.
- Owned global services sales for a \$165M portfolio (2026 target ~\$183M), leading a 42-person sales organization across ANZ, APAC, EMEA, and the Americas and going to market across a services organization of roughly 1,100; executive advisor to enterprise CISOs on Zero Trust, cloud security, and AI adoption risk, and internal AI champion helping lead Check Point's company-wide AI transformation.
- Architected and launched an AI security consulting practice (AI risk assessments, AI red teaming, and adversarial testing for LLM and RAG systems); delivered 100+ engagements in the first six months and gave account teams a win-back lever on at-risk enterprise relationships.

- Drove the business to \$165M in 2025 (+15% YoY) after exceeding the \$137M target by \$7M in 2024, through consultative selling, sales analytics, and metrics-based opportunity management across complex multi-stakeholder deals. Quadrupled services penetration of the ~100,000-customer base from 1.5% to 7% — 1.5% to 5% through offer design, partner motion and field enablement, then 5% to 7% through the white-space engine.
- Made services the reason net revenue retention is positive at all: accounts without services run 93 points, accounts with services run above 110 — a gap disclosed in the company's 20-F, and one built from 7 points to 12 to 17 over three years. The renewal quota sat outside services; the delivery and adoption work that moved the number did not. Created the underlying dataset personally within the first 30 days, then handed ownership to the finance business-analysis team so the figures are reported quarterly by Finance rather than by Services.
- **Agentic account-prep: built a system that reads each seller's calendar and assembles a briefing for every customer meeting — attendee and company background, publicly-sourced business issues, and buying signals from ZoomInfo, Gong, webinars, and event badge-scans. Now runs 200+ briefings a week across the full 42-person sales team, against a baseline where most meetings got no structured prep at all.**
- **Agentic white-space detection: defined the business problem and architected the system, then led a two-person ML/AI engineering team to build it — an engine over Salesforce and Certinia (PSA) data that scans roughly 20,000 opportunities a month and flags accounts with missing, under-scoped, or mis-attached services as ready-to-act plays; moved services account coverage from 5% to 7%.**
- **AI sales-simulation training: replaced static slide-and-voiceover enablement with on-demand, AI-powered practice scenarios for services selling; deployed across the full 42-person sales team and now in stage-one rollout to Check Point's ~900-person SE organization.**
- **Automated statement-of-work generation: built a system that captures what is agreed on a customer call and generates the SOW from the transcript, removing a scoping step that had sat between sale and delivery start. Third build of this capability across three employers.**
- Own technical P&L, go-to-market strategy, and C-suite engagement across 5,000+ enterprise accounts; partner with Product, Engineering, and Research to align customer needs with roadmap.

Global Head of Professional Services | Check Point Software Technologies | *Orlando, FL* Nov 2020 – Jun 2024

- Scaled professional services from \$55M to \$137M (149% growth) while expanding the team from 150 to 450+ engineers delivering in more than 75 countries; built hiring, mentoring, and performance frameworks for globally distributed technical teams.
- Converted the delivery model from 100% time-and-materials to outcome-based, fixed-fee productized services, and transformed a generalist organization into a specialized operating model with dedicated Delivery, Sales, and Project Management functions; championed the consolidation of six separate Check Point services organizations onto that model and was appointed to lead the combined go-to-market; introduced AI-enabled automation of services management through a combination of homegrown and acquired tools, establishing a repeatable methodology with standardized KPIs.
- Built a 24/7 managed SOC/NOC with AI-enabled MDR/XDR threat detection as a commercial proof of concept; demand was resounding, and it is now the fastest-growing service pillar in the portfolio, delivering security operations to Global 2000 and government accounts under complex compliance requirements.
- With demand proven, led technical due diligence and integration of a \$20M managed-services acquisition, merging IP, team, and tooling into a unified platform without disruption.

Management Consultant, CIO Advisory | KPMG | *Orlando, FL* 2015 – 2020

- Sourced and built KPMG's VMware alliance from the ground up starting in 2016 — structured the relationship, ran technical enablement and certification across the team, drove joint pipeline, and closed deals through a two-way deal-exchange motion with VMware's field organization.

- Led a team of five at the Big Four span-of-control cap, originating the engagements that kept the team billable and holding roughly 85% utilization across 55+ Fortune 100 and public-sector clients, including investor-owned electric utilities and a multi-state generator with nuclear operations.
- Led three of roughly twenty workstreams on a \$250M enterprise transformation at a healthcare provider, joining as the programme ramped from award into delivery.
- Interim CIO through a bankruptcy reconstruction and divestiture at a financial-services firm — full accountability for the entire IT and cybersecurity estate: infrastructure, applications, business systems, end-user services and security. Took IT from 300 people and three datacenters to 50 people and a single colocation facility, cutting about 80% out of the IT cost base.
- Interim CISO for six months at a private-equity firm, running daily security operations and building the documentation they never had, then handing a working baseline to the permanent hire.
- Designed and scoped an \$80M+ enterprise infrastructure transformation (containers, CI/CD, DevOps) for a global credit-card organization; the client approved the business case and modernized its datacenter estate, operating model, and processes on that blueprint.
- Ran 10–15 enterprise platform evaluations and vendor selections, building the scoring frameworks and stakeholder-alignment method, and contributed to pursuit teams on deals valued up to \$200M.
- Supported KPMG's internal audit practice on SOX compliance engagements, working alongside the audit team on the IT control side — the auditor's-eye view of the ITGC and SOX evidence requirements a public-company technology function has to satisfy.
- Delivered a cloud readiness assessment for a REIT — current-state estate, migration suitability, risk, and the sequencing of what could move and what could not.
- Client-side technical advisor on a \$100M+, five-year IT infrastructure outsourcing negotiation with a tier-one global provider — compute, network, storage and security in a single tower. Moved the SLA basis from binary up/down availability to service-degradation triggers, so alerting and remedies begin when performance drops rather than when the service fails; secured at flat contract price.

Director, Network Solutions Center of Excellence | Accuvant (now Optiv Security) | *Dallas / Orlando* 2011 – 2015

- Owned the subcontractor partnership covering all identity and access management delivery, and co-managed the Palo Alto Networks relationship from the services side — technical validation, team enablement, and joint delivery into shared accounts. Delivered network and infrastructure security engagements for US electric utilities, including municipal and cooperative providers.
- Authored the Network Center of Excellence charter governing 17 vendor relationships — including Palo Alto Networks, Check Point, Cisco, Fortinet, Aruba, VMware/NSX, McAfee, Infoblox and Forescout — setting per-partner certification targets for the practice and negotiating seed hardware and quarterly technical enablement from each vendor.
- Built a network-security services practice from 6 engineers/\$1.5M to 40 engineers/\$16M (967% revenue growth) through service design, pricing models, and go-to-market strategy.
- Delivered a full network-security transformation for a REIT, and 500+ security consulting engagements overall across financial services, real estate, healthcare, retail, education, and media; led competitive bids and pre-sales technical due diligence for Fortune 500 accounts.
- Managed technical integration for the \$600M Accuvant/Optiv merger, unifying service delivery, training, and customer engagement.

Manager, Network Security | Computing System Innovations | *Orlando, FL* 2004 – 2011

- Brought Barracuda in as a new vendor partnership — sourced the relationship, trained the delivery team on the product line, and sold it into multiple Florida municipal accounts.
- Built a network-security practice from 3 to 20 engineers and scaled revenue from \$600K to \$20M; established service-delivery methodology, staffing model, and technical training programs.

Security Consultant | Netsecure | **Sweden** Oct 2001 – 2004

- Implemented Check Point firewall estates for Swedish enterprise clients as an individual contributor; relocated to Orlando, Florida in 2004 to join Computing System Innovations.

Firewall Consultant | Cygate | Sweden

2000 – Oct 2001

- First commercial role after the FMV posting — implemented Check Point firewalls for Swedish enterprise clients as an individual contributor.

Defence Service

Unix Systems Administrator, CV90 Programme | FMV — Försvarets materielverk (Swedish Defence Materiel Administration)

1998 – 2000

- Consolidated two separate and costly Unix estates, SCO and Solaris, onto a single Red Hat Linux platform.
- Replaced floppy-disk distribution of database updates with delivery across the military classified network. Held Swedish national security clearance for the duration of the posting.

Gruppbefäl (Squad Leader), Militärpolisjägare | Swedish Armed Forces, K1

1995 – 1998

- Military police ranger unit — counter-terrorism, counter-insurgency and urban combat. Joined ahead of the squad and trained for nine months before it formed. Took a group of conscripts newly out of basic training and led and trained them through the remaining eighteen months of their service, while continuing advanced training in parallel.

BOARD & ADVISORY

Advisory Board Member (non-executive) | UK AI startup | Remote Aug 2026 – Present

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THOUGHT LEADERSHIP & PUBLIC ENGAGEMENT

- **“Promise & Risk of AI”** — Creator and host of a media platform (YouTube, LinkedIn, podcast) covering AI governance, regulation, and societal impact. Regular commentary on AI regulation, governance frameworks, and responsible AI deployment.
- **fredrikindstrom.info** — long-form writing on AI governance, home of The Governance Memo (a monthly newsletter on AI governance for executive and board audiences) and the AI Governance Game, an interactive piece on AI governance.
- **Published author** in CIO.com, CIOreview.com, and CRN.com on AI risk management, Zero Trust architecture, cybersecurity workforce development, and technology services transformation.
- **Active public speaker** on AI governance, cybersecurity resilience, and the strategic implications of technology dependencies for government and enterprise decision-makers.

EDUCATION

MBA — Rollins College, Crummer Graduate School of Business

B.S. Business Administration / Information Systems — University of Phoenix

B.Sc. Computer Science — KTH Royal Institute of Technology, Stockholm

CERTIFICATIONS

Certified Information Systems Security Professional (**CISSP**) — ISC2

Certified Information Security Manager (**CISM**) — ISACA

Certified Information Systems Auditor (**CISA**) — ISACA

Advanced in AI Security Management (**AAISM**) — ISACA

Project Management Professional (**PMP**) — PMI

Additional: ITIL · AWS Advanced Networking Specialty · VMware VCP-NV · Check Point Master Architect (CCMA) · Cisco CCNP · Cisco CCDP · Juniper JNCIP-ENT · Riverbed RSCA

FOCUS AREAS

AI governance & adoption · cybersecurity strategy & operations · professional-services P&L & margin · MSA & outsourcing negotiation, buy-side and sell-side · SLA design & service-level economics · customer onboarding & implementation · delivery governance & PMO · utilization & forecasting · services methodology & KPIs · global team scaling · customer retention & expansion · utilities & critical infrastructure · healthcare payer, provider & public health · REIT & commercial real estate · Epic platform strategy & advisory · M&A integration.