



Doug Smith is an experienced business development, strategic partnerships, alliances and acquisitions executive with significant experience in strategy development, ecosystem development, deal structuring and execution, business model innovations, international expansion and executive leadership. He is also a thought leader and speaker on the topics of digital transformation and the role of strategic alliances and software in driving strategic growth.

In his role as head of Strategic Partnerships for Oracle, Doug leads the organization focused on transforming, growing and strengthening relationships and pursuing new business opportunities with Oracle's strategic partners across all products, services and solutions. The Oracle Strategic Partners Group has responsibility for strategy, design, negotiation and execution of custom deals as well as partner program design.

In his prior role as General Manager of Business Development for Microsoft's Cloud and AI business, Doug led executives responsible for identifying, architecting and negotiating global strategic alliances and acquisitions covering areas that include: Azure Cloud; Microsoft's cloud-based analytics, data and blockchain services; Microsoft Dynamics, Power Platform, and Microsoft's cloud-based services for the financial services and media and entertainment industries.

Previously, Doug was CFO of Microsoft's business incubations for the health industry. Doug has also provided business and financial leadership for a variety of incubating businesses and technologies where he was instrumental in identifying market opportunities, and developing offerings, business models, comprehensive business plans and funding for the businesses.

Doug's background also includes a variety of leadership roles including seven years with PricewaterhouseCoopers and five years of work experience in Korea, Indonesia, China, and Singapore. Doug is a 1995 BBA graduate from the Neeley School of Business at TCU and has an MBA from the University of Michigan. He is married to Soojung Ahn Smith, a 1995 Neeley MBA, has two sons, and resides in Bellevue, Washington.