

## Jay Gardner Bio

Jay Gardner (**Patina Ventures LLC**) is a technology industry visionary leader, board member and executive advisor, software company operator, and leadership mentor. His work experience across public companies, private equity, venture capital, and management of numerous company integrations, as well as his insight into the application of technology to address business issues have equipped him well. He has a passion for teaching, coaching, and serving as a mentor of people, which is applicable to a wide variety of businesses and industries.

Currently, Jay is a director for a public company, SEP Acquisition Corp (Nasdaq: SEPAC; [www.sepacquisition.com](http://www.sepacquisition.com)), and also serves on the Board at Halftime Institute ([halftimeinstitute.org](http://halftimeinstitute.org)), which serves by helping leaders get clear on their purpose and impact and supports them with tools, programs, and coaching.

Management consulting projects have included projects for Clayton Dubilier & Rice, LLC (mergers & acquisitions), GXG (advisor), Mercury Fund (advisor), Sirius Solutions (management consulting), and DSG (sales enablement).

Jay served on the senior leadership team as an Executive Advisor at Quest Software, a \$1 billion + enterprise software business, where he served the CEO as an advisor with strategic execution and operations and led merger and acquisition transactions. He managed the acquisition of Balabit by One Identity, a Quest business. As acting General Manager, he led Statistica, a data analytics company, through a transition from Dell into Quest Software and concurrently managed the divestiture sale of that business to TIBCO. Also at Quest, he engaged with key customer executives through his participation with the company's customer advisory boards and advised as a sales strategist in large transactions.

Mr. Gardner led NetIQ as President and General Manager. NetIQ provided organizations with industry-leading Identity powered security solutions for managing secure access to corporate applications and data. Jay led NetIQ through the acquisition and integration of Novell's identity, access, security, and data center management solutions. In 2014, NetIQ (The Attachmate Group) merged with MicroFocus, a global enterprise software company with \$1.4 billion in revenues and over 4,000 employees, and helped propel Micro Focus to achieve at one point, a \$7 billion in market cap. MicroFocus was acquired in February 2023 and is a part of the CyberRes business at OpenText (NasdaqGS: OTEX; [www.opentext.com](http://www.opentext.com)).

Mr. Gardner held executive roles at BMC Software over an exciting period of growth for the company. At BMC, Mr. Gardner held positions as VP of Sales of North America and, over the period under his sales leadership of 1988-1999, grew revenues from \$23 million to nearly \$2 billion, and then led in senior operational roles as VP of Global Field

Operations, VP of Corporate Operations, and Chief Information Officer. In 2004, he provided the early vision and leadership to launch the company's On Demand business, which focused on delivering SaaS (software as a service). Before joining BMC, he had a successful sales and sales management career at IBM.

Mr. Gardner has a BBA and an MBA from MJ Neeley at Texas Christian University, where he now teaches as an adjunct faculty member in the BNSF Neeley Leadership Program at Neeley School of Business. Jay was recognized in 2019 with the prestigious TCU Alumni Service Award. He is a member of the Chancellors Advisory Council and the Neeley Board of Advisors. He serves on the Advisory Board for the Department of Management and Leadership, and previously on the Neeley Leadership Program and Business Information Systems. He is a founding member of the Horned Frog Investment Network and has served as a judge in the Values and Ventures Entrepreneurship competition.

He and his wife, Sally, have six adult children, all married, and eleven grandchildren. They split their time between Fort Worth, TX, and Park City, UT.