

Contact

www.linkedin.com/in/garytbrandt
(LinkedIn)

Top Skills

Product Management

Cross-functional Team Leadership

Strategic Planning

Certifications

Certified SAFe® 5 Product Owner/
Product Manager

Certified SAFe® 4 Agilist (SA)

Design Thinking Fundamentals using
Miro

Certified SAFe® 6 Lean Portfolio
Management (LPM)

Pragmatic Marketing (Certified in
Foundations, Build, and Focus)

Patents

Order Fulfillment Processing System

Gary Brandt

Principal Product Manager | Observability, Full-stack AIOps, IT
Operations Management, SaaS, AI/ML, Go-To-Market
Greater Sacramento

Summary

As a product manager with over 15 years of experience, I specialize in driving product strategy and roadmaps, fostering innovation, and refining go-to-market (GTM) strategies. My expertise lies in optimizing product lifecycle management and leading global cross-functional teams to build and deliver impactful SaaS and Cloud AI-based solutions for enterprise organizations.

I excel in formulating comprehensive product vision, strategy, and roadmaps that align with business objectives. By leveraging my keen business acumen and technical expertise, I effectively translate complex business needs into actionable technical specifications, enabling the resolution of product challenges while delivering innovative, customer-centric AI-driven solutions. My ability to think critically and strategically allows me to navigate the intricacies of product development, ensuring that each launch not only meets market demands but also exceeds customer expectations.

Career Highlights:

- Led product strategy for OpenText Operations Bridge AIOps and Observability platform, generating \$300M in revenue and supporting a customer base of 1.5K+ customers.
- Introduced a Gen-AI assistant for IT troubleshooting, which drove increased trial adoption and educated users on the benefits of leveraging private LLMs for troubleshooting.
- Collaborated on product messaging, packaging, sales strategy, global enablement, and go-to-market planning for a new Observability product at OpenText, resulting in the creation of a \$16M global sales pipeline.

- Implemented AI-driven multivariate anomaly detection for proactive issue identification as a SaaS feature at OpenText, leveraging an analytic data lake and driving growth in the OpsBridge SaaS business.
- Led the strategy and execution of advanced analytics in Micro Focus' Operations Bridge Analytics, a \$60M AIOps platform utilizing AI/ML to deliver automated actionable insights from cross-domain data sources.
- Assisted Sales to secure a \$10.8M deal with an Australian government department and a \$14.5M contract with a US telecom company at OpenText to retain key clients.
- Led bi-weekly roundtables with Sales and Presales to confidently position products at OpenText, resulting in 90% improvement in renewals and a significant increase in SaaS conversion rates.
- Optimized analytics product architecture at OpenText, reducing maintenance and infrastructure costs by 50% through the integration of a unified Vertica DB (Data Lake) and batch/stream data processing (Kafka, Pulsar).

Experience

OpenText

Principal Product Manager

2023 - Present (1 year)

Greater Sacramento

- Spearheaded the creation of a SaaS-based multi-cloud hybrid observability platform, leveraging AIOps-driven features to enhance customer value and align with customer-centric development initiatives.
- Collaborated with data scientists to develop a private LLM for a Gen-AI assistant aimed at IT troubleshooting, managing requirements, and performance analysis to ensure a successful market launch.

- Launched AI-powered multivariate anomaly detection by aligning use cases with customer needs and leading design engagements, resulting in enhanced proactive issue detection across cloud infrastructures.
- Delivered a hybrid/multi-cloud observability solution for SREs through competitive analysis and Design Thinking principles, which broadened market reach in the SMB sector and created cross-sell opportunities.
- Expanded the infrastructure observability offering by defining integration requirements for OpenTelemetry apps, enhancing user analysis across cloud and on-premises environments.
- Partnered with Customer Success to present product roadmaps, gather customer insights for innovation and co-create marketing campaigns to engage new clients.
- Collaborated with Marketing and Sales to develop product enablement materials, including a detailed sales playbook for a new observability solution, and briefed industry analysts on key value propositions.
- Worked with Finance, Pricing, and Legal teams to establish a competitive pricing model for a new GenAI feature, aligning revenue forecasts with growth objectives.

Micro Focus

Senior Product Manager

2016 - 2023 (7 years)

Sacramento, California Area

- Developed advanced analytics for the Operations Bridge AIOps platform, creating a strategic multi-year roadmap that introduced AI/ML-powered features to improve user troubleshooting and reduce MTTR.
- Directed the vision and development of an AI/ML-driven Root Cause Analysis solution, integrating data from multiple sources into a data lake, which reduced troubleshooting times dramatically.
- Delivered an AI-based Auto Event Correlation feature that minimized event noise and identified root causes, collaborating with architects and data scientists to validate use cases with customers.

- Introduced a self-learning proactive anomaly detection solution with zero configuration by defining clear requirements and overseeing go-to-market activities.
- Engaged with Customer Success and industry analysts to present comprehensive product roadmaps, fostering relationships and aligning product vision with customer needs.
- Conducted thorough market analysis to inform product roadmaps and managed a portfolio Kanban, leading strategic decisions on features to meet evolving customer demands.
- Translated customer needs into detailed requirements, enhancing user experiences and driving data science research and product development.
- Mentored product managers and engineers, providing strategic guidance and fostering a culture of continuous learning and collaboration.

Hewlett Packard Enterprise

Software Engineer | Functional Architect | Enterprise Architect
2007 - 2016 (9 years)

- Designed and implemented IT operational analytics solutions for HPE's Global IT, streamlining data collection and integrating diverse systems while automating processes.
- Led enterprise integration projects that defined automation solutions for monitoring corporate integration platforms, enhancing operational efficiency across multiple business units.

Education

Arizona State University

Bachelor of Science (B.S.), Business Information Systems
