

Confidential Report  
**Abhijit Kakhandkiki**

Search

**Chief Product Officer,  
WP Engine**

Date  
June 2021

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## Summary

### Current Situation

#### Current role

Chief Product Officer, Live Ramp

#### Reports to

Scott Howe, CEO

*previously* Anneka Gupta, President

#### Current location

San Jose, California

### Why we are presenting Abhijit

#### Abhijit Kakhandkiki is a senior, technical product leader with deep functional experience

He brings 20+ years of product leadership experience across a broad range of enterprise software domains. His current role oversees the complete product portfolio of a public, \$500M company in a related sector.

In his role prior to LiveRamp, Abhijit was an EVP and led Product and Engineering for Automation Anywhere. At its peak he led a team of 500+ and was a key leader during the company's journey from 20 to 2800 employees and its creation of a new market category of Robotic Process Automation.

Previously, he brings a strong background software product management and has even consulted in key areas of product strategy, product management, and product marketing.

### Considerations Before Hiring

#### Interest in the role

- Recently, LiveRamp's industry has been upended by the announcement of Google FloC and the "anti-cookie movement" in the Internet advertising industry to promote data privacy. This has created an uncertain future for LiveRamp and great disruption in the company, and has made him open to different and better opportunities elsewhere.

- On WP Engine itself, Abhijit remains undecided and looks forward to hearing more about the opportunity, as well as company culture. He is going into the initial conversations with an open mind but is not immediately drawn to the company's mission or sector. He does, however, see the value of a long-term relationship in the Silver Lake portfolio and is therefore quite open to a role where he can prove his value to both the company and its private equity sponsor.

#### Fit for the Role

- Given Abhijit's extensive and successful career in product, we see him as an interesting and viable candidate for the role at WP Engine. In addition, he has lived through the growth journey of a startup company and therefore is quite familiar with the need to establish greater product management discipline as a company grows.

#### Personality / Culture Fit

- In style, Abhijit comes across as kind, humble, and team-oriented. Further referencing will be important to get a better sense of his working style over an extended period of time.

#### Areas to probe in interview

Abhijit's background is eclectic across multiple sectors of the software industry. While industry experience is not critical for this role, is his too varied to be helpful here? Additionally, it will be important to dig further into culture fit and values beyond our initial screens to determine if he is well-suited for this important leadership role.

## Career history and professional qualifications

Year	Company / Position
<b>2020 - present</b>	<b>LIVE RAMP</b> Chief Product Officer
<b>2014 – 2020</b>	<b>AUTOMATION ANYWHERE</b> Executive Vice President, Head of Products & Engineering
<b>2013 – 2014</b>	<b>INDEPENDENT CONSULTANT</b> Product Management, Strategy & Marketing
<b>2012 – 2014</b>	<b>AUTODESK</b> Sr. Director & Head of Product Management, Autodesk Cloud
<b>2007 – 2012</b>	<b>ORACLE CORPORATION</b> Director, Product Management, PLM & Innovation Management
<b>2002 – 2007</b>	<b>AGILE SOFTWARE</b> ( <i>acquired by Oracle</i> )
2005 – 2007	Director, Product Management & Strategy, PLM
2003 – 2005	Solution Manager
2002 – 2003	Sr. Solution Consultant
<b>2000 – 2002</b>	<b>ATMA SOFTWARE</b> ( <i>acquired by Agile Software</i> ) Founder, Vice President, R&D
<b>1998 - 2000</b>	<b>SAP LABS</b> Product Manager & Supply Chain Consultant

## Educational and Professional Accreditation

1998	PhD in Engineering, Risk Management, Stanford University
1994	M.S., Engineering, University of Florida
1991	Bachelor of Engineering, University of Pune, India

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## Personal Data

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### Contact Details

Address	San Jose, CA
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## Personal Data

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### Current Reported Compensation

Base salary

Short-term bonus target

Actual bonus last year

Bonus payment date

Long-term incentives

Salary review date

Car

Pension

Health insurance

Annual leave

Tax

### Anticipated additional costs to hire

Long-term incentives

Relocation

### Any other potential barriers to hiring

Competition clause

Notice period

Mobility

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