

MICHAEL LAURIM

Executive Board & Strategic Advisory Portfolio

Growth • Enterprise Transformation • Technology • AI • Internationalization • Governance



Michael Laurim

Hochriesstr. 9

85614 Kirchseeon / near Munich

Mobile: + 49 175 56 33 8 33

E-Mail: michael@laurim.de

Nationality: German, married

Executive Positioning

International Technology Executive, Board Advisor and former Managing Director with more than 40 years of leadership and commercial experience across enterprise software, IT services, digital engineering and global technology companies.

Combining executive leadership, entrepreneurial experience and governance expertise, Michael Laurim supports owners, supervisory boards, advisory boards and executive management teams in shaping sustainable growth, international expansion and long-term value creation.

Throughout his career, he has accompanied successive waves of technology transformation—from enterprise infrastructure and engineering software to global IT services, outsourcing, cloud computing and today's AI-enabled business models. This unique perspective enables him to assess not only technology trends, but also their commercial implications, execution risks and strategic opportunities.

As a trusted sparring partner, he combines operational market knowledge with board-level thinking, helping executive teams translate growth ambitions into executable commercial strategies while balancing governance, risk awareness and sustainable value creation.

Target Board Mandates

- Software & Enterprise Software
- AI-enabled Technology Companies
- IT Services & Digital Engineering
- Cloud & Technology Platforms
- SaaS Businesses
- Private Equity Portfolio Companies
- International Growth Companies
- Technology-enabled Industrial Businesses

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Executive Highlights

- 40+ years of international executive leadership, commercial growth and enterprise technology experience
- 12 years of Managing Director, General Manager and CEO responsibility
- Governance experience as Supervisory Board Member (SUSE AG) and Chairman of the Board (SGI Germany)
- Executive leadership within global technology companies including Hewlett-Packard, Tata Consultancy Services, Wipro, Atos and FPT Software
- Proven track record in commercial growth, international market expansion and enterprise business development
- Leadership responsibility for organizations ranging from 20 to 400 employees
- Full P&L responsibility for businesses with revenues of up to USD 50 million
- Executive responsibility for strategic enterprise customers and complex technology transformation initiatives
- Extensive experience supporting international technology companies entering and scaling within the DACH market
- Active operational market perspective through current role as Head of Business Development Europe at FPT Software

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Board Competency Matrix

The following competencies reflect more than four decades of executive leadership, governance experience and strategic value creation in international technology businesses.

Board Competency	Level
Commercial Growth Strategy	Primary Expertise
International Expansion & Market Development	Primary Expertise
Enterprise Transformation	Primary Expertise
Governance & Supervisory Board	Primary Expertise
CEO & Executive Sparring	Primary Expertise
Technology Strategy (Software, IT Services, Cloud)	Highly Experienced
Enterprise AI & Technology Trends	Highly Experienced
Global Delivery & International Operating Models	Highly Experienced
Go-to-Market & Commercial Excellence	Highly Experienced
Strategic Partnerships & Ecosystems	Highly Experienced
Sales Transformation & Organizational Development	Highly Experienced

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Strategic Board Contribution

Michael Laurim combines entrepreneurial thinking, executive leadership and governance experience with a deep understanding of international technology markets.

His contribution as a Board or Advisory Board member is focused on helping owners, investors and executive teams accelerate sustainable growth while balancing governance, execution and long-term value creation.

- **Commercial Growth & Go-to-Market**

Advising boards and executive teams on commercial growth strategies, go-to-market effectiveness, enterprise sales excellence and organizational scaling based on more than four decades of operational experience within international technology companies.

- **International Expansion & Scaling**

Supporting international market entry, DACH expansion and commercial scaling through practical experience gained in European, US and Asian technology organizations.

- **Enterprise Transformation & Technology Strategy**

Providing strategic perspectives on software, IT services, cloud, digital engineering and the commercial implications of emerging AI technologies. Evaluating how technology trends influence competitive positioning, customer expectations and sustainable business models.

- **Global Delivery & International Business Models**

Assessing global delivery, offshore, nearshore, partner and ecosystem strategies with a strong understanding of operational execution, scalability, governance and customer impact.

- **CEO & Executive Sparring**

Serving as a trusted sparring partner for owners, boards and executive management teams by providing independent perspectives, constructive challenge and practical experience in growth, internationalization, commercial strategy and organizational development.

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Differentiation

Michael Laurim combines executive leadership, entrepreneurial thinking, governance experience and current operational market responsibility in a way that is rarely found in a single board profile.

His career spans leading American, European and Asian technology companies, providing first-hand experience with different corporate cultures, governance models and international business practices.

This enables him to assess strategic opportunities not only from a European perspective, but also within the context of global technology markets and international competitive dynamics.

Having held executive leadership positions across enterprise software, IT services, digital engineering and technology consulting, he brings a comprehensive understanding of commercial growth, international expansion, enterprise transformation and global delivery models. His practical experience with offshore, nearshore, ecosystem and partner strategies allows him to evaluate both the opportunities and execution risks associated with international scaling.

In his current role as Head of Business Development Europe at FPT Software, Michael remains actively engaged with executive decision-makers across the European technology landscape.

This provides him with up-to-date market intelligence and practical insight into enterprise AI, cloud transformation, digital engineering and the evolving commercial impact of emerging technologies.

As a Board or Advisory Board member, he combines strategic thinking with operational relevance, serving as a trusted sparring partner who helps owners, investors and executive teams translate growth ambitions into sustainable long-term value creation.

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Board Statement

Michael Laurim believes that an effective Board creates value by combining independent oversight with constructive strategic engagement.

His board philosophy is based on providing objective challenge, commercial perspective and practical executive experience while supporting management teams in building sustainable growth, strengthening international competitiveness and creating long-term shareholder value.

He views the role of a Supervisory Board or Advisory Board not as operational management, but as an independent, trusted sparring partner for owners, investors and executive leadership—balancing governance, strategic guidance and responsible oversight in the best interests of all stakeholders.