



Michael Steep is a senior global executive specializing in operational excellence, innovation leadership, business development, and sales. In January of 2017, he left Xerox PARC as SVP and founded Stanford's newest corporate affiliate program at the School of Engineering. He now serves Stanford University as Executive Director for a new center on Disruptive Technologies and Digital Cities. He is also serving as an Adjunct Professor of Engineering at the school. Throughout his career as an operating executive, he has successfully built, managed, and transformed international organizations by leveraging the power of emerging technologies to deliver fully-integrated, scalable, and practical approaches to innovation. Mr. Steep excels at leveraging strategic alliances and an extensive, high-level network to drive new revenue opportunities. His strengths include executing a broad range of technology initiatives and joint ventures in areas of big data, predictive algorithms, cloud, location-based services, and mobile. He also serves on the London Smart City Board of Directors.

Before joining Stanford in 2017, Mr. Steep worked as Senior Vice President of Global Business Operations at PARC, a Xerox Company. As SVP, he oversaw corporate and P&L management for Commercial and innovation services - with a focus on transforming their commercial business model into a sustainable growth engine. He also managed business development, sales, corporate strategy, intellectual property, marketing, and strategic alliances. While at PARC, he helped Fortune Group companies transform early stage technologies into new revenue-generating business models crossing predictive analytics, AI, privacy preserving analytics, and radical new hardware technologies for low-cost sensor development used in autonomous vehicles and IoT. He also developed new approaches for car companies to understand human behavior and emotion through imaging technologies.

From 2005 to 2011, Mr. Steep worked at Microsoft in executive roles including Global Managing Director in the Office of the CTO - Bill Gates. While in this role, he was integral in setting the overall vision for customer-driven Microsoft innovation, capitalizing on emerging technologies and industry breakthroughs in smartphone, tablet, and cloud. His prior role at Microsoft included overseeing a \$1.5B global enterprise sales organization.

Prior to Microsoft, he held various leadership roles including VP at IBM (Lexmark), and Chief Operating Officer at ENCAD where he turned around the public company resulting in its successful sale to Kodak. He also drove top-line, international revenue growth at Lexmark and launched 30+ products at Apple including the first consumer digital camera and other imaging products.

Mr. Steep holds a Master of Business Administration from the Darden School of Business and a Bachelor of Arts from the University of Pennsylvania. In addition to his extensive corporate experience, he is a Distinguished Speaker at Imperial College London. Mike is often retained as a keynote speaker with Leading Authorities speaking on the topic of disruptive technologies and new business models. This year he is scheduled to speak across the country on that topic to a dozen CEO conference events. He is also an editor at Forbes Online. He currently resides in the San Francisco Bay Area and was appointed to the London Smart City Board in 2014.