APOGEE GLOBAL RMS

INTEGRATED ENTERPRISE RISK MANAGEMENT

CAPABILITY BRIEF · FRACTIONAL FIELD CISO · CTO · CIO

The Field CxO is the right capability. Full-time headcount is the wrong way to buy it.

An accountability engagement: a named Field executive holding a defined outcome, with a delivery team behind the seat.

For technology vendors scaling into the enterprise, Apogee places a seasoned Field executive, a former CISO, CTO, or CIO, into an accountability position: peer to the buyer's C-suite for the moments that move enterprise deals, backed by an Apogee team delivering the governance, compliance, and build work behind the motion. Same pedigree as the full-time hire. A fraction of the cost. And accountability for a stated outcome, not hours in a chair.

WHAT THE ENGAGEMENT HOLDS

- **Peer credibility.** A former CISO, CTO, or CIO speaking executive-to-executive de-risks the buyer's decision in a way an AE cannot.
- **Technical evangelism.** Translates the platform into the buyer's risk, regulatory, and business language.
- **Deal acceleration.** Unblocks stalled technical validations and shortens enterprise cycles.
- **External authority.** Keynotes, advisory boards, analyst and press engagement.
- **The build work behind the seat.** The team closes what stalls enterprise deals: attestation readiness, AI governance posture, security documentation, and trust-center substance.

WHY THE FTE UNDERPERFORMS THE SPEND

- **Utilization mismatch.** Episodic value paid on a fixed, continuous salary.
- **Cost of carry.** Comp, equity dilution, recruiting, and ramp accrue before a single call.
- **Single point of failure.** One person, one background, and the credibility leaves when they do.
- **Slow time-to-value.** Three to six months to recruit and onboard before pipeline moves.

TWO ROLES, ONE FEE

Every engagement pairs the Field CxO with a dedicated account **Risk Program Manager**, a second senior resource who owns cadence, deliverables, and follow-through between executive sessions, with the delivery team behind both.

THE ECONOMICS: THE CAPABILITY IS EPISODIC. THE SALARY IS NOT.

$385K–$850K+

Full-time Field CxO annual carry: base, bonus, and equity, before benefits, recruiting, and a 3 to 6 month ramp to first pipeline impact

from $15K / mo

Apogee Fractional Field CxO: engaged by the pursuit, the quarter, or the program, scoped to your active deals, with the delivery team included

Days, not quarters

Deployed into a live deal immediately, then flexed with the pipeline. A bench, not a bottleneck

Benchmarks use CISO total compensation as a representative proxy for the senior security and technology executive band: U.S. average ≈ $385K (Salary.com, 2026); large-enterprise median ≈ $532K, top decile above $1.3M (IANS / Artico, 2025); technology-sector executives with equity average ≈ $844K (IANS, 2025).

Schedule a scoping conversation

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Who it's built for, and why Apogee

Vendors scaling into the enterprise

01 · GROWTH-STAGE

SECURITY & SOFTWARE VENDORS

Adding an accountable executive presence to the enterprise motion.

02 · UPMARKET

SCALE-UPS ENTERING ENTERPRISE

Regulated buyers expect a peer in the room and substance behind the trust page.

03 · PE-BACKED

PORTFOLIO COMPANIES

Credibility now, without a permanent C-suite line.

04 · INTERIM

TEAMS BETWEEN HIRES

Or testing the function before committing headcount.

Led by an executive who has held the seat. Backed by a team accountable for the outcome.

M.K. Palmore, former VP and Field CISO at Palo Alto Networks and cybersecurity executive at Google Cloud, retired FBI senior executive, U.S. Naval Academy graduate and Marine Corps officer, CISSP, leading a bench of operating-level CISO, CTO, and CIO practitioners.

Every Field CxO engagement is grounded in Apogee's Nexus of Risk framework, which governs cyber, physical, and human risk as one consequence chain. The executive in front of your buyer speaks to the full risk picture, not a single product line, and the team behind the seat can carry the buyer's questions all the way to closed gaps: attestation readiness, AI governance, third-party risk posture, and the documentation an enterprise security review demands.

HOW THE ENGAGEMENT RUNS

- **Accountability, not capacity.** The engagement holds a stated outcome: enterprise trust established, security objections retired, the pursuits that matter unblocked.
- **Named practitioners.** The Field executive and the Risk Program Manager are named at SOW; specialists are named as scope requires.
- **Scoped to the motion.** By the pursuit, the quarter, or the program, and flexed with the pipeline.
- **Right executive, right vertical.** A bench of operating-level former CISOs, CTOs, and CIOs, matched to the buyer's sector.

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