



ANDREW STORMS

Sharpshooter
DISC Type : DC

VP of Security at Replicated
San Francisco, California, United States

Overview

Andrew Storms is the VP of Security at Replicated, with over 25 years of experience in cybersecurity, compliance, and product development. He specializes in DevSecOps, secure SDLC, and threat analysis, and has a degree in Computer Science from Cal Poly. Colleagues describe him as intelligent, highly competent, and a leading voice on security issues.

Beyond his core security work, Andrew shows a keen interest in the security of national critical infrastructure, an area he has professionally led initiatives in. He also follows developments in commercial space exploration, listing SpaceX as a company of interest, and is an alumnus of the FBI Citizens Academy.

Unique fact: Andrew holds a patent for an autonomous edge device designed for monitoring and detecting threats in operational technology environments.

👉 Personality Overview

Thorough Evaluator

Precise But Practical

ROI Driven

More than the product, they care about the impact of the product. They prefer to be the ones controlling the conversation or defining the terms. They respond better to strong and respectful interactions.

👉 Topics They Care About

Secure Software Delivery

His work at Replicated focuses on secure, distributed software models. He recently launched 'SecureBuild' to help open-source projects deliver zero-CVE container images.

AI Security Risks

He actively posts about supply chain risks from AI coding assistants and the need for transparency and control for enterprises adopting mission-critical AI systems.

DevSecOps Culture

A long-time contributor to Devops. com, his career has focused on merging security into development, transforming teams into Agile-based DevSecOps organizations.

Critical Infrastructure

In a prior role, he led a team researching technology to bolster national critical infrastructure, specifically with electrical utilities, and shows an interest in Idaho National Laboratory.

SaaS Concentration Risk

He advocates for more distributed software models, highlighting warnings from CISOs at major banks about the security risks of depending on a few large SaaS providers.

Cal Poly Mustangs

[Predicted] As an alumnus of California Polytechnic State University-San Luis Obispo, it is likely he follows their collegiate sports teams.



Media Appearances

Andrew has no verified media appearances

Work History

- 9-2022
VP of Security at Replicated
- 3-2021 - 8-2022
Senior Director, Security and Compliance Product
Line Manager at Copado
- 12-2014 - 3-2021
Vice President, Security Research Services and
Products at New Context
- 3-2014 - 3-2021
Contributing Author at Devops.com
- 7-2013 - 9-2014
Sr. Director DevOps at CloudPassage

Education

- 2009 - 2009
Law Enforcement from FBI Citizens Academy
- 1992
Computer Science from California Polytechnic State
University-San Luis Obispo

More Information

Social Presence :



Prographics :

Exp : **33** Location : **San Francisco, California, United States** Job Level : **Senior** Designation : **VP of Security at Replicated**

Insights For Selling To Andrew

👉 During A Call Or A Meeting

DO's

- When negotiating terms, help them build an impression that they are the ones calling the shots
- Help them weigh the risks by sharing objective proof points without becoming too analytical
- Use phrases like 'it's your decision', 'strategic impact' etc.

DONT's

- Don't focus on process and rules, give the impression of being a 'gets it done' person
- Don't take too much time in sending them information if they ask for any
- Don't be in a rush to invite them for a social meet and greet

👉 When Cold Calling

Insights

Pattern Interrupt: Confident style, with a mix of informality and formality gets their attention.

Pace: Speak slightly fast. Sound like a 'gets shit done' person.

Tone: Do not sound too eager, as if you have met a friend suddenly after a long time. Keep the tone calm but confident.

Tactics To Win: Strong words, focus on results, respectful confidence

Mistakes To Avoid: Apologizing, nervousness, information overload, social proof

Making The Ask: Confidently, ask for 10-15 minutes. Allude to the results and outcomes that are possible. They care about the ends more than the means.

Subconscious Driver: Results and outcomes are what matter to them. Any credible shot at getting results will appeal to them quickly.

Script

Greeting: Andrew, this is [user_fname] at [user_companynameword1][user_companynameword2].

Opener: In 30 seconds if I could share how 100% of your sellers could kick ass this year, can I go for it?

Introduction: We have built an AI that predicts exactly what would matter to your buyer before you even meet them.

Ask: Can I put 15 minutes on your calendar to show you how this changes outcomes for you?

Close: [time1] on [date1] sounds good? Or would you prefer [time2] on [date2]? And [prospect_email] works well?

👉 When Writing An Email

Subject: To the point, measured

Example: Will this work?', '6.2% revenue impact' etc.

Salutation: No

Example: Skip 'Hi', 'Hey' etc., use only the first name

Greeting: No

Example: Skip usual lines like 'I hope you are doing well'

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Clearly state your ask

Example: Something like 'Can we get on a call tomorrow at 1100 hours and finalize this?'

Complimentary Close: None or standard

Example: Something simple like 'Thanks', 'Regards', or nothing at all.

Tone of Words: Confident, direct

Overall Messaging: Focused on measurable results

Length of Mail: Very Short

Example: Less than 100 words

👉 While Negotiating & Closing

The secret to closing fast with Andrew is

- *Conviction around the impact matters the most to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Andrew

- *If they are not convinced, they will say no without any hesitation.*

Insights For Deal Planning

How Fast (Or Slow) Will Andrew Move?

- *They can reach decisions fairly quickly if they are convinced.*

Can Andrew Take Some Risk Or Not?

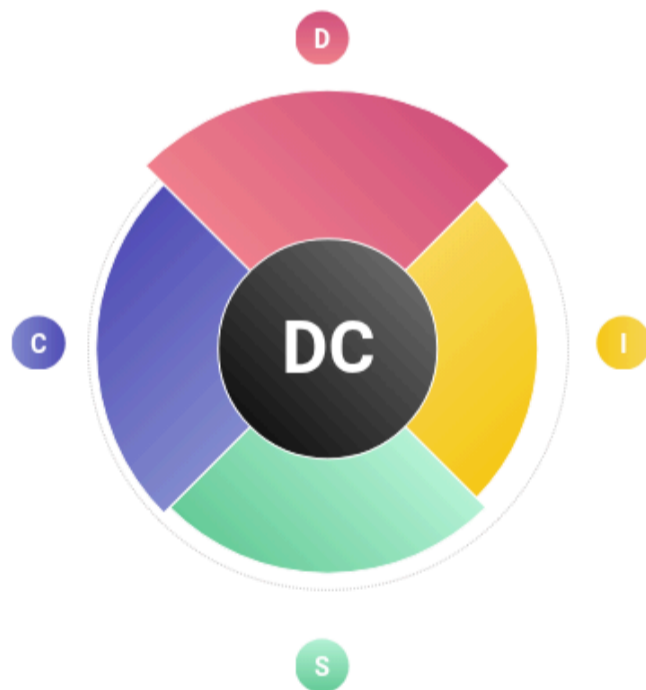
- *They don't mind risks but can be quite binary about them.*

You And Andrew

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Andrew's Key Traits



DOMINANCE

Dominance(D) reflects how goal and task oriented a person is and her ability to accomplish results, irrespective of how demanding the circumstances might be. Those scoring high tend to be motivated by winning, competition and success and can be described as direct, demanding and strong willed.

CALCULATIVENESS

Calculativeness(C) reflects the degree to which a person is likely to be cautious, systematic and analytical. Those scoring high tend to emphasise quality and accuracy, enjoy showing off their expertise or challenging assumptions but can sometimes overanalyze things and be overcritical.