Timothy B. Steele
President & Managing Partner
ARM Partners

"An industry recognized leader in technology partnerships & alliances"
Transitioning out of prominent executive leadership roles Tim started ARM Partners to assist technology executives build, operate and optimize their unique partnering challenges and opportunities. ARM was established to tackle the full value chain of the partnership function from strategy, staffing, operations to digital marketing.

Tim has enjoyed a broad foundation of leadership experience with both larger Fortune 100 size companies, including CA Technologies, IBM, Motorola and Siemens, along with entrepreneurial private equity backed companies. A versatile, performance driven executive with broad international experience and expertise across diverse leadership functions and industries.

A recognized leader in defining, building and operating **impactful technology alliance partnership strategies and operations**, Tim's experience includes leading teams to define partnership frameworks, manage complex ecosystems, establish end-to-end partner infrastructures, build adaptable and relevant global partner programs, design comprehensive go-to-market-strategies, and develop blended solutions that create incremental joint value. Tim has a history of instituting a repeatable and pragmatic alliance framework that delivers positive business outcomes for the business and partners while promoting profitable growth for clients.