

JACK ROCHE

AI Governance & Partnership Operating Systems

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SUMMARY

Builds the operating systems that partner and delivery teams run on, then leads the people who run them. Currently focused on AI governance and partnership strategy, standing up lifecycle governance and operating models rather than optimizing ones that already exist.

CORE CAPABILITIES

- AI & Partner Governance: stage-gate lifecycle systems, readiness validation, cross-functional accountability spanning product, legal, GTM, and corporate strategy
- Ecosystem Operating Model Design: partner segmentation, tiering, and investment prioritization across ISV, GSI, and hyperscaler ecosystems
- Commercial Execution: partner-sourced pipeline, co-sell activation, and executive negotiation across enterprise technology partnerships

SELECTED EXPERIENCE

Strategic Partnerships & ISV Ecosystems Lead | Blue Yonder

2024 – Present

- Own lifecycle governance for a 175+ partner ISV and technology ecosystem: stage-gate readiness validation spanning technical, commercial, and legal review.
- Built an AI-assisted partner governance system now used as the team's standard protocol, replacing manual review cycles.

Founder & Principal | Roche on Strategy

2018 – Present

- Independent advisory practice on partner operating models, commercialization frameworks, and AI governance.
- Publish original essays and frameworks on enterprise AI governance and operating models at rocheonstrategy.com.

Senior Project Manager, Data Platforms | Dun & Bradstreet

2021 – 2024

- Led ML and predictive analytics initiatives across D&B's core data products, alongside enterprise cloud modernization across AWS, Azure, and GCP.

Founder / Architect | CastleGate

- Architected a modular governance and lifecycle management platform designed to spawn reusable vertical products from a shared core engine. Live in pilot.

FULL CAREER BACKGROUND

25 years across enterprise transformation, cloud platforms, data and machine learning, and partnership strategy: Cisco, Heidrick & Struggles, Hero Digital, Intel, Old North (Founder/CEO), NOAA, VMware, Wells Fargo, Telephia, ScanSource, Website Pipeline, and Charter Communications, spanning 2001 to present. Full role-by-role resume available on request.

EDUCATION

Bachelor of Applied Science, Computer Science (Minor in Business)

University of South Carolina