



Dr. Gerald Cäsar

ENTREPRENEUR · PROGRAM LEADERSHIP · SENIOR ADVISOR

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PROFILE

30+ years in IT leadership, entrepreneurship and M&A. Since 2021 I have been leading technology and transformation programs in industry, developing digital business models through to spin-off, supporting management teams on digitalization and AI, and advising investors through expert calls and due diligence. Before that, I took over Trosoft, a software subsidiary of Trodat, built it as xyzmo into an international provider of electronic signature solutions and sold it to Namirial.

SELECTED MANDATES

Program Leadership — International vehicle manufacturer

Set up and led an international IoT transformation program; selected and steered critical technology partners including price and contract negotiations; program lead for the first in-house control unit (hardware and software) – from taking over from an external partner and building an internal team through to market launch; contributed to a second control unit.

Spin-off & Licensing Model — International logistics systems provider

Supported an internal incubator for a new software business – business model, organization and scaling through to the spin-off as an independent company; then assessed digital services and developed the business plan and licensing strategy for software and digital services.

AI Transformation — Professional services firm

Potential analysis and implementation of an AI strategy including use-case portfolio, tech-stack selection and change management; coaching and sparring for the management team.

M&A Advisory — Private equity and strategic buyers

Recurring mandates for acquisitions in the European market for digital identity, e-signature and trust services: market analysis, valuation logic, due diligence support; 25+ expert calls for investment firms.

PROFESSIONAL EXPERIENCE

Managing Director since 2021

Sixtyfour Invest GmbH

Program leadership in industry, digital business models, AI strategy and sparring for management teams, expert calls and due diligence for investors.

Managing Director 2015 – 2020

Namirial Austria

Led the integration and the Austrian subsidiary after the sale of xyzmo to Namirial.

Owner & CEO 2006 – 2015

xyzmo

Took over Trosoft, a software subsidiary of Trodat, and built it into an international provider of electronic signature solutions across Europe, the US and South America; acquired the shares and IP rights of Israeli partner Wondernet (2008); sale to Namirial.

Director Manufacturing & Retail 2000 – 2006

CSC (now DXC Technology) · Member of the Management Board

Led more than 100 people in Vienna, Linz and Graz; Interim Managing Director, Czech Republic (2003).

Head of Industry Division 1989 – 2000

Servo Data · Member of the Management Board

Led the Industry & Retail division (150 staff); grew revenue from €3m to €13m; after the sale to CSC, led the integration.

EDUCATION

PhD Computer Science 1987 – 1989

University of Linz — Focus: Industry 4.0 and Automation

MBA Sales & Marketing (2003) · General Management Program St. Gallen (2000) · Controlling Certificate (1996)

SERVICES

- Program and transformation leadership, including as interim CDO
- Digital business models
- AI strategy & digital transformation
- Expert calls & due diligence
- Advisory and supervisory board mandates
- Coaching & sparring

LANGUAGES

German Native
English Fluent