

Keith Brooks

ENTERPRISE MODERNIZATION & B2B STRATEGY ADVISOR

Keith Brooks is an independent B2B systems strategist and thought leader on enterprise modernization, legacy infrastructure management, and business strategy. With 20+ years of hands-on experience advising CFOs, CIOs, and business leaders at startups, mid-market firms, and Fortune 500 companies, Keith translates complex technical challenges into clear business outcomes.

Rather than pushing expensive implementations or vendor solutions, Keith's approach is independent by design. He's paid to give an honest perspective on what to modernize, what to optimize, and how to avoid costly mistakes. His expertise spans HCL Domino, enterprise system integration, security hardening, API architecture, and B2B go-to-market strategy. Keith has guided companies through modernization decisions worth millions—helping them avoid platform migrations that don't make sense and optimize systems that already work.

International Advisory Experience: Based internationally with active advisory relationships across North America, Europe, Israel, and beyond, Keith brings a cross-cultural perspective to enterprise decision-making. He's worked with international startups scaling infrastructure, multinational enterprises managing distributed systems, and global teams navigating cultural and technical complexity. His experience spans regulated industries, high-growth tech companies, and traditional enterprises rethinking their systems strategy.

Recognition & Credibility: Keith has been recognized as an HCL Ambassador for five consecutive years (2021-2025) and previously as an IBM Champion (2013-2019). He's a frequent keynote speaker at major industry conferences, including HCL Engage, IBM Connect, SCIP Leadership summits, and OpenNTF webinars—reaching hundreds of enterprise IT leaders annually. His commentary appears in CEO Magazine, Sales Enablement Collective, and industry publications. He's been quoted on competitive intelligence, B2B strategy, sales enablement, and enterprise decision-making.

What Sets Him Apart: Keith doesn't sell platforms, services, or implementations. He's independent, which means his incentives are aligned with his clients'. He brings both technical depth (real-world system administration and architecture) and business acumen (strategy, ROI, executive communication). He speaks plainly—no consulting theater, no vendor hype—which makes him equally comfortable talking to CTOs about infrastructure details and CFOs about business outcomes.

Current Focus: Fractional advisory retainers for CFOs and CIOs navigating modernization strategy, technical debt assessment, and vendor evaluation. Speaking

engagements on enterprise systems, B2B strategy, and competitive intelligence. Executive interviews and expert commentary on industry trends.

SPEAKING TOPICS INCLUDE:

- Enterprise Modernization: When to migrate, when to optimize, and how to avoid expensive mistakes
- HCL Domino & Legacy Systems: Deep-dive technical sessions and modernization patterns
- B2B Strategy: Go-to-market, pricing, competitive positioning, and sales enablement
- Competitive Intelligence: Strategic decision-making in a noisy market
- Executive Decision-Making: Evaluating vendor claims and assessing technical debt

Keith is available for keynotes, workshops, panel discussions, podcast interviews, webinars, and expert commentary. Both virtual and in-person engagements are welcome. Unlimited International travel leveraging EU and US passports.

[Keithbrooks.com](https://keithbrooks.com) [Booking Link](#)

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