

Scott Kupor Biography

Scott Kupor is an Investing Partner at Andreessen Horowitz where he is also responsible for all operational aspects of running the firm.

Prior to joining Andreessen Horowitz, Scott worked as vice president and general manager of Software-as-a-Service at Hewlett Packard. Scott joined HP in 2007 as part of the Opsware acquisition, where he was senior vice president of Customer Solutions. In this role, he had global responsibility for customer interaction, including professional services, technical pre-sales and customer support.



Scott joined Opsware shortly after the company's founding and held numerous executive management positions including vice president, financial planning and vice president, corporate development. In these roles, he led the company's private financing activities as well as its initial public offering in 2001. Scott also started the company's Asia Pacific operations and led the execution of the company's multiple acquisitions. Prior to Opsware, Scott represented software companies in both financing and mergers and acquisitions transactions at Credit Suisse First Boston and Lehman Brothers.

In addition to his board seats affiliated with the firm's portfolio companies, Scott is chairman of the board of Genesys Works, board member for the Global Impact Investing Network, and Lecturer at Stanford Graduate School of Business. He has also served as Chairman of the National Venture Capital Association, co-founder and co-director of the Stanford Venture Capital Director's College, cofounder and co-director of the Stanford Rock Center's Guide to Venture-Backed Board Membership, Executive in Residence at Haas School of Business and Boalt School of Law. Scott is vice-chairman of the investment committee and a member of the finance committee for St. Jude Children's Cancer Research Hospital and serves as a member of the finance and investment committee for Stanford Medical Center, and a member of the investment committees for The Rhodes Trust, the Silicon Valley Community Foundation and Lick Wilmerding High School.

He is the author of the Wall Street Journal bestselling book [Secrets of Sand Hill Road: Venture Capital and How to Get It](#), published by Portfolio, a division of Penguin.

Scott graduated Phi Beta Kappa from Stanford University with a bachelor's degree in public policy with honors and distinction. He also holds a law degree with distinction from Stanford University and is a member of the State Bar of California.

Scott serves on the board of the following Andreessen Horowitz portfolio companies: Cedar, Foursquare, Labster, and SnapLogic.