

Avatier Appoints Apttus Co-Founder Kirk Krappe to Board to Accelerate Global Growth and Category Leadership

Apttus co-founder and category creator joins Avatier board to define and dominate Trusted Conversational AI for Identity across global enterprises.

PLEASANTON, CA, UNITED STATES, July 14, 2026 /EINPresswire.com/ -- Avatier Corporation, a provider of [Identity and Access Management](#) (IAM) and Conversational AI for identity, today announced the appointment of Kirk Krappe, co-founder and former CEO of Apttus, to its [Board of Directors](#).

Krappe co-founded Apttus and led it as CEO from inception through its growth into the defining company of the Quote-to-Cash category, backed by investors including Salesforce Ventures, ICONIQ Capital, and K1, and

serving more than 350 enterprise customers worldwide before its acquisition by Thoma Bravo. His appointment brings deep category-creation and enterprise go-to-market experience to Avatier as it scales its Trusted Conversational AI for Identity platform and passwordless-first



strategy across global markets. An EY Entrepreneur of the Year finalist, Krappe brings more than two decades of enterprise software experience, spanning early cloud pioneer Corio and executive roles at Oracle and Siebel Systems.

“

I have built my career on one belief — that the companies which define the category own the market”

Kirk Krappe

"Kirk has done something few executives have: he built a category from scratch and made the market

adopt its language," said Nelson Cicchitto, Chairman and CEO of Avatier. "We believe

conversational

AI for identity is at a similar inflection point. Kirk's experience scaling Apttus globally will help us define this category and bring it to enterprises worldwide."



Avatier company logo

"Companies that define a category tend to lead it," said Kirk Krappe. "Avatier is applying conversational AI to one of the hardest problems in enterprise software — identity — at exactly the moment enterprises are rethinking security for an AI-driven world. I'm looking forward to helping the team scale globally."

About Avatier's Platform

Avatier's Identity Anywhere platform combines conversational AI-driven identity workflows across voice, phone, and chat with passwordless authentication, automated lifecycle management, and policy-driven [access governance](#). Fortune 500 organizations in healthcare, finance, and government use Avatier to reduce helpdesk costs, strengthen compliance, and accelerate Zero Trust adoption.

About Avatier

Avatier secures and automates the identity foundation so organizations can move faster, reduce risk, and empower every interaction. The Avatier platform delivers Trusted Conversational AI for Identity — automating passwordless and password management, lifecycle provisioning, and access governance to enable Zero Trust and support compliance. Trusted by Fortune 500 organizations in healthcare, finance, and government, Avatier turns identity into a measurable driver of security, productivity, and cost efficiency. Learn more at [avatier.com](https://www.avatier.com).

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