

Ian Stevenson

I am a business leader with a track record of success in delivering strategic projects, innovation, and product development. I have demonstrated leadership in every environment I have worked in, and I have the communications skills and breadth of experience to work effectively with all: colleagues, customers, investors, managers, technical personnel and professional advisors. I also have an excellent academic background which includes a 1st class degree from Edinburgh University.

I am currently consulting for a variety of early stage companies in the technology sector. In all I work closely with the CEO or founding team to support a broad range of activities.

Current

- **ATEEDA** – Software to reduce the cost of testing mixed signal microchips.
 - Produced a market assessment report and marketing materials to support a successful £500,000 investment round with Archangels Informal Investment.
 - Contributed to strategy for pricing and market approach.
 - Produced marketing materials for trade shows and managed attendance and follow up.
 - Providing technical leadership for the statistical engines at the core of the product.
- **Contemplate** – Software tools company specialising in static analysis of Java code.
 - Conducting a market assessment including qualitative and quantitative market research.
 - Built pitches for Scottish Enterprise (leading to High Growth Unit support) and early investor meetings (leading to support including introductions within their networks).
 - Providing day to day support for activities including product definition, recruiting, license negotiation and leadership development.
- **Loc8er** – Safety device for children.
 - Helping to develop a compelling business model around the product ideas.
 - Supporting user trial of device with focus groups.
- **Forth Sector** – Social enterprise helping people with long term mental ill health back into work.
 - Non Executive Director & Trustee (voluntary) bringing commercial skills to the board.
- **Forth Sector Development** – Consultancy specialising in social enterprise development.
 - Non Executive Director (voluntary) helping build a for-profit consultancy to contribute to the charitable aims of the parent.

Recent

- **Drake Music** - Advised on establishing software development processes for a new product.
- **Scottish Development Centre for Mental Health** - Business and product development, including advising on the market launch of a new training product.

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Saltire Fellowship (2009)

During 2009 I participated in the prestigious Saltire Fellowship, a tailored programme aimed at producing the next generation of business leaders for Scotland.

- Five months intensive MBA style education at **Babson College** (rated best in the world for entrepreneurial education in 2009 by U.S. News & World Report, The Princeton Review and The Financial Times). Covered all aspects of business including leadership, entrepreneurship, marketing, sales, innovation management, and accounting.
- Three month placement with **Sun Microsystems** in California delivering new lead management and measurement systems worldwide, improving their ability to target marketing spending. I also explored the entrepreneurial ecosystem in Silicon Valley and made connections there.
- Three month placement with Scottish technology company **ATEEDA** producing a market assessment report and value analysis, which has directly influenced sales strategy and provided market data for a £500,000 investment round.

Chief Technical Officer, CHIL (2005-2009)

CHIL offer a range of applications to telecommunications providers based on a proprietary platform technology.

- Lead successful delivery of the first major application to a customer (Orange UK), driving repeat business critical to company growth.
- Lead development of the first production version of the platform (outsourced to Ukraine) to successful deployment.
- Built a professionalised development organisation forming a solid platform for growth.
- Gained experience as part of the management team of a small company, including building the team (both technical and sales staff), managing our outsourcing strategy (reducing a 15 strong team in Ukraine as relative costs changed over time) and developing the market offering.

Senior Consultant, Scientific Generics (2000-2004)

- Lead major strategy projects for global companies including Vodafone.
- Provided a complete package of product development for spin-out Flying Null.
- Carried out due diligence on third parties on behalf of potential investors.
- Active in all commercial aspects of consulting including prospecting, pre-sales, proposal writing, client briefing and the development of new packaged offerings.
- Lead product development and rapid prototyping projects in areas including telecommunications, retail security, medical devices, FMCG, consumer electronics, payment systems, product authentication and imaging.

Team Leader, VLSI Vision Ltd (1996-2000)

- Professionalised development to the point where software, originally seen as a problem area, became a key strength.
- Built cross-team communications across the organisation (with the chip, electronics and firmware teams) to ensure smooth and optimised integration.

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Other Ventures

- Founding director of DeliveredSafe Ltd, a start-up company in the area of delivery logistics which received a positive reception from its target market, but for which private seed funding fell through when the markets crashed in 2008 and was wound up voluntarily.
- Owner of Salient Point, a software writing and product company which I am no longer actively marketing.

Education

- BEng (1st Class Honours), University of Edinburgh, Computer Science and Electronic Engineering. Graduated top of the class and won class medal and project prizes.
- Member of the Institute of Directors (MIoD).
- Chartered Engineer (CEng), FEANI Registered Engineer (Eur. Ing.) and Member of the Institution of Engineering and Technology (MIET).

Personal

- I am a keen SCUBA diver, qualified as Dive Leader/Assistant Open Water Instructor, and Training Officer for my club.
- I am an enthusiastic amateur photographer, both above and below water.