



# Resume of Expertise

- I am --- An experienced, practical IT professional with managerial and product innovation experience. A self-starter, determined and a problem solver with proven ability in developing new businesses and new products.  
Able to work effectively at all levels in organisations with excellent communication skills and the ability to achieve commercial profit targets.  
Able to identify well with all levels of management and staff.
- I have --- Negotiated significant corporate deals with suppliers such as EPSON, Mitek was the exclusive UK distributor for Epson PC's in the mid 90's.  
Significant commercial experience in dealing with company matters from banks to accountants and liquidators.  
Formed and managed business's in the UK and USA.  
An outstanding track record of software development, IT troubleshooting and new business development with the unique ability to combine software and hardware expertise.  
An in depth understanding and ability with modern 'IT' PC products both hardware and software.  
Trained many clients in the use of 'IT' systems, e.g. SAGE Accounting, Microsoft Office, CRM systems based on 'Commence RM<sup>TM</sup>'  
Developed training courses and Lectured at Manchester University and other private training organisations such as Pentland House Ltd.  
Detailed technical abilities in mechanical, electronic engineering and financial accounting systems.  
Provided detailed analysis of clients actual and perceived needs to advise on practical and justifiable solutions.

Having been educated in both electronic and mechanical disciplines and experienced the commercial requirement of running a successful business, I can readily assess the advantage of an innovation or design in one discipline against another.

I have founded, developed and managed three business's over the past 27 years. The first was in 1980 an Apple & IBM Microcomputer dealership (Micro Applications Ltd) with a turnover of £750K/p.a., 22 employees. It was 5 years old when I sold my shareholding to fund a new product designed and developed by myself (a product for the Pub and Restaurant trade).

From 1985 this venture Mitek Ltd evolved to developing bespoke office automation database and accounting systems for distribution and manufacturing based clients and ultimately employed a team of 14 sales, technical and administrative people. In order to be in a good position to grow when the recession eased I merged the company with another organisation late in 1993. This developed to a major PC component distributor.

In 1997 I resigned (distribution business boxes in-boxes out lost my technical interest) to start a new company KBIT Ltd a CRM systems developer and analysis. This grew to a company of 3 developers. In 2004 the MD of Mitek finally persuaded me to return as Group Technical Director. KBIT Ltd was absorbed as a subsidiary into the Mitek Group of companies

Over the past twenty + years I have developed many commercial multi-user and LAN databases using MS SQL, MySQL, Btrieve, Visual Basic/Studio, TAS Professional and other 4GL languages, integrating bespoke systems to 'off the shelf' accounting packages. I developed & managed the IT division for Mitek Group, a team of 6 VB programmer/analysts + 3 web designers + 3 IT support technicians.

# Employment History.

## **Oct. 2004 to Date Mitek Group Ltd.**

### **Group Technical Director.**

Responsible for all IT services and product evaluation for the Mitek Group of companies, Optronix Ltd being the most significant.

Early 2006 the Mitek was purchased by GMGH Ltd who proposed significant investment and the IT department expanded from a team of three to 6 VB developers, 3 web designers and 3 hardware support. This was to be the IT base for the entire worldwide GMGH group of companies.

## **Feb. 1997 to Oct 2004 Kingsland Business IT Ltd.**

### **Managing Director.**

CRM consultant providing practical advice in the commercial use of modern IT hardware and software products. Installing and configuring various office automation systems. Writing bespoke software and building practical IT solutions to business/administration problems. Clients include 'The Royal Mail', 'Royal National Orthopaedic Hospital', other Hospital Trusts.

## **June-Aug 1995 Staffordshire University**

Business consultant to the School of Engineering, 4 days per month to advise on the development of a proposed business subsidiary 'Beacon Computers'

## **Jan. 1993 to 1997 MiTeK Group Ltd. Technical Director**

### **MiTeK Logistics Ltd. Director.**

In January 1994 MiTeK IPS Ltd. merged with Dryplo Ltd. and Financedate Ltd. to form the MiTeK Group Ltd. a broad based organisation in which I have provided a high degree of advanced technical guidance and organisation development. The new group is developing it's various business interests using my considerable IT awareness.

I currently provide advanced systems analysis, technical support and consultancy services to a wide range of MiTeK clients. This support ranges from in depth Novell & Windows network development to financial and administrative advice. Generally relating to the implementation of new or the enhancement of existing PC based systems.

Currently MiTeK Logistics is marketing a sales aid software system 'FaxShot Manager' conceived and developed by myself. It was launched at the recent 'Cheshire Business Event' and various licence/marketing arrangements are currently being negotiated.

## **1989 to Jan 1994 MiTeK Information Processing Systems Ltd.**

### **Managing Director.**

Fully involved with the day to day running of a small PC Systems integrator/dealer. Also deeply involved in the analysis of clients computerisation needs and sales activity for fully integrated bespoke software and hardware. Also in-depth complex technical support for clients and staff.

## **1989 to 1989**

### **Oakbridge Electronics Inc. (Addison, Illinois. USA)**

#### **Sales & Marketing Manager.**

For 5 months early in 1989 I contracted with one of MiTeK's clients to aid them in setting up a new division for the British parent company 'Microm Electronics Ltd.'. Along with Mr. Murphy (MD of Microm Electronics) I prospected clients mainly in the Chicago and mid-west area and negotiated various contracts for the supply of Microm's specialised supermarket freezer control and monitoring system to stores such as '7/11'. The latter 3 months were spent full time based in Chicago with the intention of making this a permanent position as president of the company. However the project was cancelled when it became clear that the

product capability whilst ideal in UK and European terms actually fell between market sectors in the USA. Over specified for medium and over stretched in large sized supermarket stores on USA scales.

MiTeK Consultancy continued in operation during this period. The highly competent staff of 4 easily managed remotely by daily email/BBS contact with myself.

## **1985 to 1989**

### **MiTeK Consultancy.**

Designed and developed a new product for Pub/Restaurant food ordering system. The system used bespoke software and hardware designed and developed by myself. 'Menu King' was launched at Olympia's 'Pub Club & Leisure Show' 1986. After the development I was mainly involved with the sales, marketing and installation of the system throughout the UK.

## **1980 to 1985**

### **Micro Applications Ltd.**

**1982 - 1985 Technical Director**

**1980 - 1982 Managing Director**

Founded the microcomputer dealership 'Micro Applications Ltd.' providing accounting solutions on Apple computers with Sales and Purchase ledgers written by myself. Changed the company name to satisfy IBM in 1982. Involved mainly in technical sales support and analysis of clients needs. Also in-depth complex technical support for clients and staff.

## **1970 to 1980**

### **Instem Computer Systems Ltd.**

**1979 - 1980. Manager Special Microcomputer Products Division.**

Set up and managed a new division to market early microcomputer systems. Also Invented and developed a product now known as LINKON a modular industrial control interface for mini and micro computer systems.

**1979 Microcomputer Design Specialist**

Working for Kratos Instem in Pasadena California. Designing a special Toxicology Microcomputer system for the US government.

**1976 - 1979. Manager (Intrinsically Safe) Mining Products Div.**

Designed all hardware and managed software team of an Intrinsically Safe (IS) microcomputer system for coal face roof support automation. This was the Instem's first total development of a CMOS microcomputer system that emulated the DEC PDP8e mini-computer using INTERSIL 1600 chips. I was responsible for the first ever 'IS' certification for such a system through to the underground (at the coal face) installation of the first systems.

**1974 - 1976 Project Manager**

Responsible for the industrial automation of the then new LYONS BAKERY at Barnsley. Designed all hardware to interface plant to a DEC PDP11 mini computer. I designed all digital and analog interface circuits then transferred to the software team to complete the project on site.

**1970 - 1974 Electronic Design Engineer.**

I worked on many projects interfacing DEC minicomputers to industrial and process control equipment.

## **1969 to 1970**

### **GEC Rectifier Division**

**1969 - 1970 Electronic Design Engineer.**

Worked on various sections of the LYDD cross channel high voltage cross channel power link. I developed a replacement for the BucHottz relay and invented a special fibre-optic liquid level detector for which I sold the patent rights to GEC.

**1964 - 1969 Apprentice. The English Electric Co. Ltd.**

# EDUCATION History.

## Trade Authorisation Courses.

1995 INTEL Pentium System Builder Authorisation  
1994 SEA-Change Multi-User Accounting Developer  
1993 SAGE Sterling Accounting  
1993 EPSON PC Sales and Marketing Authorisation  
1993 EPSON Printer Sales and Marketing Authorisation  
1992 SAGE Sovereign Multi-User Accounting & 4GL Development  
1989 Toshiba Engineering Maintenance.  
1989 Hayes Modem Communications.  
1989 IBM Sales and Marketing.  
1987 Blythe OMNIS Database Developers.  
1983 IBM Hardware Maintenance.  
1983 Apple MAC Software developers.  
1982 Apple MAC and Apple II hardware.

## Academic Courses.

### North Staffs Polytechnic.

Full time. CEI pt. 2 in Electronic & Computer engineering.  
(BSc.Equivalent.). 2 years.

Electromagnetic Fields & Circuits.	(Pass)
Electronics.	(Pass)
Electronic Engineering.	(Pass)
Computer Engineering.	(Pass)
Electrical Power Engineering	(Fail)
The Engineer In Society	(Pass)

### English Electric Company Ltd.

Student Apprenticeship. 5 years.

Basic Workshop Practice, Drawing Office Techniques  
Product Assembly, Organisation for Manufacture  
Insulation Engineering, Development & Testing Rectifier  
Equipment  
Design of Rectifier Equipment,

### North Staffs Polytechnic.

Thin Sandwich and Apprenticeship with English Electric Ltd.

HND in Electronic & Electrical Engineering. 3 years.  
Mathematics, Electrical Engineering, Electrical Machines  
Engineering Physics, Electronics. (Pass)

### Taunton Technical College.

Full Time. OND in Electrical & Mechanical Engineering. 2 years.  
'A' level Technical Drawing (Grade 'B')  
'O' level English, Pure Mathematics, Physics, Metalwork.  
Science (Building & Engineering) (All Pass)

### Chard Hollyrood Secondary Modern.

Full Time 'O' level Maths, General Science, (Grade Pass)  
Geometrical & Machine Drawing (Grade Pass)