

CV for Ian Stevenson

I am a business leader with a strong 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 have experience working in sectors including software, electronics, semiconductors, telecommunications, medical devices, optics, sub-sea survey, and electronic payment security.

Director, Salient Point Consulting (2009-Present)

I am the founder of Salient Point, a company specialising in helping high-tech start-ups achieve commercial success. In addition to providing my own services through the company, I have a small network of expert associates who bring additional skills and capacity as required.

- **ATEEDA** – Software to reduce the cost of testing mixed signal microchips.
 - Produced a market assessment report support a successful £500,000 investment round.
 - Management marketing activity including messaging, web, materials and trade shows.
 - Providing technical leadership for the statistical engines at the core of the product.
- **Contemplate** – Software tools helping Investment Banks to avoid costly software bugs.
 - Supported founders in identifying a market with a real need for their technology
 - Lead initial sales pitches to potential customers, resulting in two paying Early Adopters
 - Built pitches for Scottish Enterprise (leading to High Growth Unit support) and investors (leading to support and continuing relationships).
 - Providing day to day support for activities including product definition, recruiting, license negotiation and leadership development.
- **Loc8er** – Children’s safety wrist-watch with communications and tracking.
 - Developed a compelling business model around the founder’s product ideas.
 - Wrote the business plan and investor pitch, developed customer marketing messages.
 - Currently (Feb 2011) in negotiations with several investment syndicates.
- **Cytomos** – A microelectronic substitute for flow-cytometry – smaller, lighter, faster, cheaper
 - Helping to build networks and apply for SMART funding
- Other Clients include Heriot Watt University, Scottish Enterprise and Edinburgh House Publishing (publishers of Young Company Finance Scotland)

Non-Executive Director, Contemplate Ltd (2011-present)

In addition to providing operational support through Salient Point, I have been appointed as a non-executive director to add strength to the board and contribute to company strategy.

Trustee and Non-Executive Director, Forth Sector (2009-present)

Forth Sector is a leading social enterprise, helping people suffering long term mental ill and social exclusion health back into work. As a member of the finance sub-committee of the board I have played a key role in the financial restructuring of the organisation to achieve long term sustainability.

CV for Ian Stevenson

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 offers a range of telecommunications applications 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 to ensure smooth integration of system components.

CV for Ian Stevenson

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.
- Founding director of BGX Products Ltd, currently bringing a household to gadget for consumers to market.

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 regularly write a blog focussed on high-tech start-ups at blog.salientpoint.co.uk
- I am a keen SCUBA diver, qualified as Dive Leader/Assistant Open Water Instructor
- I am an enthusiastic amateur photographer, both above and below water.

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Appendix 1: Technical Experience

My career has brought me into contact with a huge range of technology. The following are some examples of projects from which I have gained substantial technical experience.

Software

- Architect for database intensive bulk processing platform
- Developed WDM kernel mode device drivers for Windows
- Embedded software for ARM, 8051, i960, 68k, PIC
- Rapid prototyping of enterprise applications, desktop and mobile
- Developed assembler and linker for proprietary microcontroller
- Assembly, C, C++, C#, .NET, ASP.NET, SQL, MFC, XML, XSLT, XPATH, Image processing, DSP

Electronics

- Statistical design and Algorithms for Analog Built In Self-Test (BIST)
- Architect of custom microcontroller, including instruction set design, for real time control
- ASIC architecture for imaging control and interfacing
- Designed ultra low power active tag for RF security systems
- Detailed mathematical evaluation of test systems for solid state analogue circuits
- Development and debug of product authentication scanner electronics

Optical Instruments

- Developed cameras and webcams for the leading provider of low cost CMOS imaging chips
- Principle software engineer for laser rangefinder, debugged electronics
- Implemented system using Nd-YAG laser to ablate sputtered metal coating from thin film substrate for manufacturing of security tags
- Many imaging projects including endoscopy, electronic display for theodolite, image processing control system for ophthalmic instrument

Offshore Survey

- Built navigation systems software and operated in the field for Miniranger, GPS, DGPS, self tracking theodolite, gyro. Underwater offset navigation with heave compensation for ROV.
- Experience of operating and maintaining sonars including side scan, sub bottom profiling, multi-beam bathymetry

Payment and Security

- Built complete system for authenticating credit card transactions on a mobile phone including APACS interface and encryption
- Built online identity management and payment system using mobile or SIM authentication
- Developed encoding, readers and tag manufacturing for product authentication technology
- Novel low cost product authentication system for FMCG promotional product

Medical Devices

- Complete software stack and some electronics design for infant hearing test system
- Cardiac catheter projects including thermography and intravenous ultrasound
- Assessment of electronic imaging and solid state illumination technology for endoscopy