

## CV for Ian Stevenson

I am an **experienced start-up executive** with an excellent track record as a management team member, non-exec director and consultant. Achievements include **engaging lead customers** and **writing pitches and business plans that have attracted millions in investment and grants**, including grants from TSB, SMART and HGSU. I am a Saltire Fellow, Member of the Institute of Directors, Chartered Engineer, and I have an excellent academic background including a 1<sup>st</sup> class degree from Edinburgh University.

I have experience in sectors including software, electronics, semiconductors, telecommunications, medical devices, photonics, sub-sea survey, and electronic payment security.

### **Managing Director, Salient Point Consulting** (2009-Present)

I have built a thriving business helping high-tech start-ups achieve commercial success, with a network of expert associates who bring additional skills and capacity as required. Major clients include:

Edinburgh Napier University: *Commercial Champion for a £300k Proof of Concept project (2015-2016)*

- Identified markets for technology and secured £40k customer funding to continue project
- Attracted strong investor interest, expected to lead to a spinout in late 2016

UniKLasers: *High Precision Lasers for Measurement and Imaging. (2015-present)*

- Helped raise £300k in equity funding, and £60k in asset finance.
- Managed successful grant applications worth over £200k

ATEEDA: *Software to reduce the cost of testing mixed signal microchips (2009-2016)*

- Major role writing business plans and pitches for over £2m investment from Archangels
- Managed successful TSB grant application for project worth £500k

Other Highlights:

- Turn-around of HGSP project at University of St Andrews resulting in £400k phase 2 award
- Winning the 2014 Converge Challenge with a project at the University of Strathclyde

Other Clients include Contemplate Ltd, Cytomos, Nuergy, Oran Audio, Loc8er, University of Edinburgh, Heriot Watt University, Scottish Enterprise, LINC Scotland (the national Angel association) and Young Company Finance.

### **Non-Executive Director, Contemplate** (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, Non-Executive Director and Chair of Finance Committee, Forth Sector** (2009-present)

Forth Sector is a leading social enterprise, helping people suffering long term mental ill health and social exclusion back into work. As a member of the board and chair of the finance committee I have played a key role in financial restructuring of the organisation to achieve long term sustainability, which made possible the £2.3m development program now taking place.

**Saltire Fellowship** (2009) World-class business education program, placements in global companies.

**Chief Technical Officer, CHIL** (2005-2009) Business intelligence software for telecommunications.

**Senior Consultant, Scientific Generics** (2000-2004) Technology and technology strategy consulting.

**Team Leader (software), VLSI Vision Ltd** (1996-2000) Camera chips for cellphones and webcams.

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## Older Employment (details)

### Saltire Fellowship (2009)

The prestigious Saltire Fellowship aims to produce a new generation of Scottish business leaders.

- Five months intensive MBA style education at Babson College in Boston, USA (rated best in the world for entrepreneurial education by The Financial Times).
- Three month placement with Sun Microsystems in California delivering new lead management and measurement systems worldwide, improving their ability to target marketing spending.
- 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 offered a range of telecommunications applications based on a proprietary platform technology.

- Led successful delivery of the first major application to a customer (Orange UK), driving repeat business critical to company growth.
- Gained experience as part of the management team of a small company, including building the team (both technical and sales staff), managing 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)

- Led major strategy projects for global companies including Vodafone.
- Carried out due diligence on third parties on behalf of potential investors.
- Led product development and rapid prototyping projects in areas including enterprise software, telecommunications, retail security, medical devices, FMCG, consumer electronics, payment systems, product authentication and imaging.
- Commercial activity including prospecting, pre-sales, proposal writing and client briefings.

### Team Leader, VLSI Vision Ltd (1996-2000)

- Professionalised software development, originally a problem area, making it a key asset.
- Built cross-team communications to ensure smooth integration of system components.

## Education

- BEng (1<sup>st</sup> 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). Attended "Role of the Director" training.
- Chartered Engineer (CEng), FEANI Registered Engineer (Eur. Ing.) and Member of the Institution of Engineering and Technology (MIET).
- Ongoing commitment to learning including recent courses in Presentation Skills and Sales.

## Personal

- I write a regular blog focussed on high-tech start-ups at [blog.salientpoint.co.uk](http://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 for server, 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 for real time control, including instruction set design
- Design of ASIC architecture for imaging control and interfacing
- Designed ultra low power active tag for RF security systems
- 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
- Other projects including endoscopy, electronic display for theodolite, image processing control system for ophthalmic instrument

### 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

### Offshore Survey

- Built navigation systems software and operated in the field for GPS, DGPS, Miniranger, 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