



“How to Reach the Key Decision Makers”
Guest Speaker, Craig Redbond, Chief Executive of Executive Change Group
and
Meet the Mentors Informal Networking Session.
Organised by the Entrepreneurship Panel, Information Technologists’ Company
March, 31st, 4.30 – 7.00pm
Information Technologists’ Hall, 39a, Bartholomew Close, London EC1A 7JN
Tel: 020 7600 1992

Our guest speaker, Craig Redbond, is the Chief Executive of Executive Change Group - an organisation which provides high level sales and marketing services to the world's leading IT vendors. One of the Company's USPs is that it knows, or has access to, the vast majority of the national and international corporate CIOs and, indeed, involves many of them in its various activities.

Apart from his general management skills, he takes an active role in helping clients develop their market profile and executive engagement strategies. He personally chairs a number of Executive Advisory Boards for companies such as Fujitsu and SAS, along with a whole host of CIO Focus Groups and Thought Leadership Forums.

Prior to setting up Executive Change Group he was the Founder of CIO Connect - a premier forum for senior IT executives of European and Global corporations. Along with his Director colleagues he sold this business in 2003. At the time it was the largest Executive forum of its kind and comprised a number of other business activities including a niche Executive recruitment agency, a training and development company and held an equity stake in Euro CIO.

Our Chairman will be Geoff Morris, who is Chairman (elect) of the Entrepreneurship Panel and who spent most of his last 35 years as President and CEO of several software businesses throughout the Middle and Far East, Europe and North America Geoff has helped raise capital for many businesses and helped them develop and protect their Intellectual Property.

Following the presentation from Craig there will be an opportunity for you to raise any questions with members of the Entrepreneurship Panel of Information Technologists' including:

Barry Fludgate has over 35 years of management and information technology experience. Barry worked at Abbey, BIS as Director of Banking Systems and subsequently moved to New York to establish BIS Inc. Barry left to start up MTI Inc which he subsequently took public. Since leaving as Chairman, he set up his own consultancy, Lancer Corporation, which offers advice to small and medium companies on raising capital, mergers & acquisitions and advises on business strategy both in the US and UK

John O'Connell built Staffware plc, from Angel funding through to AIM and then the Main LSE, subsequently selling out to Tibco in 2004 for \$220m. Staffware was the world's leading Business Process Management software company. John works with small and medium businesses and VCs as an angel investor, board member or coach.

Nic Birtles has been in the IT industry for over 40 years, of which about 30 years has been spent in Sales, Marketing and Management. He worked in Silicon Valley for several years. Following a role as Chief Executive of a successful company which was sold in 2000 he returned to the UK and has been involved in many smaller companies as an angel investor and Chairman. Nic is the Chairman of the Entrepreneurship Panel.

Simon Williams built Synon, a software tools company, from startup to £21m revenue and £7m EBIT within six years using only a seed investment of £50,000, yielding a return of £15m for the seed investor. Simon is a business mentor and angel investor, and has undertaken chairman and non-exec roles with quoted and unquoted companies both inside and outside the technology sector. He manages the ITC's Entrepreneurship Mentoring programme.

Following the Panel discussion, there will be an opportunity to "Meet the Mentors". For more information on mentors provided by the Entrepreneurship Panel go to www.itcmentoring.com.

Stop press. Date for your diary. Awards dinner - Entrepreneurs with outstanding growth during 2010 – 10th, Feb, 2011.

Bookings only accepted on line at; <http://itcmentoring.eventbrite.com>.

Donations of £20 to cover costs.

Please note that places are limited by room size.

* NO REFUNDS OR CANCELLATIONS ACCEPTED.

Dress code – Business/Business Casual

By agreeing to participate in the above event I confirm and agree on behalf of myself and any guest invited by me that I and my invitees do so at your own risk and that neither Charitable Operations nor The Worshipful Company of Information Technologists nor any other organiser, agent or staff member shall have any liability for any act or omission unless undertaken maliciously or otherwise wilfully or in a reckless way.