STUART ALLSOPP

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Profile

An experienced results driven technology leader in the enterprise business software sector with strong cloud and on-premise expertise.

Equally comfortable in a strategy board meeting, budget planning meeting, scrum meeting or a large audience presentation.

A very strong technology background in commercial and open-source stacks with high energy passion for mentoring and motivating teams to deliver an outstanding universal software experience whatever tooling they use.

Experience

Consultant — February 2016 - Present

As an industry consultant for both Intuitus (IT Advisory) and directly for UK / US Private Equity, I under-take short targeted technical due-diligence and technology advisory projects.

Projects undertaken :

- **Pre-Investment Advice**

  - Enterprise Project Management platform - Germany

  - ERP provider - Israel

  - Education ERP provider - Cambridgeshire

  - Global ERP provider - Netherlands

  - Schools Pupil Assessment provider - Essex

- **Pre-Investment Due Diligence**

  - Fin-tech SaaS business - London

  - Clinical trial mobile software SaaS business - Nottinghamshire

  - Online employment law firm - Cheshire

  - Online assessment SaaS platform - London / Boston

  - Internet Security provider - Hampshire

  - Customer Relationship Management SaaS platform - Buckinghamshire

  - Audience Participation SaaS platform - Sweden / Hampshire

- Green IaaS provider - London

- Film Distribution platform - Manchester

- Software Services provider - London / Bulgaria / Malta

- ERP Systems Integrator - London

- E-Commerce Vendor - Manchester

- **Technology / Development Process Advice**

  - Energy Management Service provider - Kent / Cheshire

  - ERP provider - Turkey

  - Health Agency Staff provider - London

  - Online Business Support provider - North Wales

- **Digital Transformation**

  - UK Car Auction - Essex

Chief Technology Officer, Access Group — 2011 - June 2015
As CTO, I sat on the primary board of the business with overall responsibility for product strategy, production and delivery. I also provided the role of trusted advisor to the board when it came to product and technology for both organic and M & A growth strategies.

- Overall responsibility for 154 development staff, 9 development centres, 17 core products and 5 development environments (including Ruby, PHP, .NET).

- The public persona and representative of Access technology and product development to the media, user groups and corporate sales presentations.

- Introduced and incorporated 11 businesses into the Access Group, taking them through both the due diligence process and integration into the core development team and standards.

- Move the business perception from 'mis-understanding and fear' of open-source to the embracing and understanding of the benefit and opportunity of open-source. This was particularly important when bringing cloud solutions to market and integration the software, people and culture into the overall Access business.

- Recreated the development and product management leadership structure to enable scale and growth for the business and retain the culture and fluidity of the development teams.

- Introduced Agile as a methodology across the development process and navigated the business through the adoption and engagement.

- Planned and delivered the Access aCloud Platform into the application portfolio to enhance the Access offering and start changing the traditional capital sale to a SaaS based model, with over 15%+ of total revenue being SaaS related at the point of refinancing in 2015.
The aCloud Platform was architected as a multi-tenanted suite of modules initially on the Microsoft stack, utilising MVC, Entity Framework, SQL Server and MSMQ. As more businesses were acquired PHP, Java and MSQL where also integrated into the environment. These modules not only had to integrate to each other but also majority of the on-premises software that made up the holistic solution.

- Planned and delivered the Evolutions Mobile platform, providing an infrastructure and framework to allow customers to consume Access applications no matter the device they are using. The development teams implement mobile functionality for their application using their preferred web tools following a single design paradigm with the aCloud platform being the identity provider. This hybrid approach using 'xamarin' for the client allowed for a "code once deploy many" approach with the content and functionality directly delivered from the cloud.

- Introduced continuous integration and automated testing into the production process to increase code confidence and improve the utilisation of testing resource throughout the business.

- Led the business through a refinance (from a product and technology perspective) from a Lyceum Capital backed business to a TA Associates backed business.

Development Director, Access Group - 2005 - August 2011
- Overall responsibility for 50 development staff and 3 development centres.

- Introduced standard development performance metrics for quality and product delivery.

- Planned and implemented a service based architecture for the product portfolio improve integration and scaleability.

- Introduced the role of Business Analyst into the business to improve requirements prioritisation and to inject domain knowledge into the development teams, improving software relevance and reducing subsequent version rework.

- Lead the business through the re-architecture of the Payroll solution from a proprietary application to a SQL/WCF and .NET solution, involving an initial outsourcing project and subsequent repatriation of source code back to the UK.

- Lead the business through an MBO (from a product and technology perspective) from an owner operated business to a Lyceum Capital backed business.