Richard A. Harris – Non-Executive

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10 years experience as an International Chairman, NED and board adviser for technology businesses seeking experienced help in building strong boards, developing winning strategies, executing effective business plans and in growing and realising shareholder value.

Backed by a 25 year CEO career of doing all that in private equity, VC and angel funded technology businesses mainly in B2B solutions.

As a non-exec I am actively involved and current in leading technology sectors, including messaging, telecommunications, fraud prevention and healthcare, serving global markets with an emphasis on USA and Asia.

Non-executive strengths include People Skills, Relationships, Objectivity, Challenging Plans, Financial Planning and Reporting, Business Development, Recruitment, Corporate Governance and Networking.

**Highlights of my CEO career in growing category leading companies from start up to exit and delivering high level returns to shareholders include:-**

* Built VC, Private Equity and Angel funded businesses from start up to £40m exit
* Co-founded, built and sold Europe’s largest enterprise mobile data business in 2000
* Built and sold the UK’s second largest computer field service business in 1991
* Established overseas companies and multinational sales channels in USA, Europe & Asia
* Senior board level experience since 1982, including plc
* Highly experienced in securing and developing large corporate customer relationships
* Run businesses up to £2.5m in annual net profits and 250 employees

**Summary of direct corporate deal experience:**

* 2015 Raising of Euro6.5m bond for Trillian group Ltd
* 2010 MARSS SAM (Monaco): £1m sale of shares to Sonardyne Ltd
* 2009 Image Semantics Ltd: Trade sale to Mobispine AB, a Swedish listed company
* 2003 Image Semantics Ltd: £1.5m development capital raised from Angel group
* 2000 Cognito Ltd: £10m sale of shares to Foreign & Colonial and Barings
* 1996 Cognito Ltd: £5.5m sale of shares in Cognito to Stephens Inc
* 1992 Cognito Ltd: £6m funding raised from Sonnaire Holdings Ltd
* 1991 Ferrari Holdings plc: £3m sale of FTS Ltd to Videcom Ltd
* 1990 Ferrari Holdings plc: £5m Acquisition of Pericom plc funded by Singer & Friedlander
* 1989 Zebra Parallel Ltd: £300,000 seed funding raised from 3i
* 1985 Intelligence (UK) plc: £200,000 sale of a PC retail division to Spartex Ltd
* 1983 Intelligence (UK) plc: £1m VC funding raised from CINVen

**Waugh Harris, Chairman 2009-Present**

The organisation through which I conduct my Chairman, non-executive board positions and interim assignments.

2016 – 2018, Haud Systems Ltd (Malta), Non-Executive Director ([www.haud.com](http://www.haud.com))

Haud is a multinational fraud prevention platform provider for mobile network operators predominantly in Asia.

2014 – Present, Skygazer Labs Ltd (Ipswich) Chairman & Investor ([www.skygazerlabs.com](http://www.skygazerlabs.com))

Digital health sector predominantly in the USA, the company leads the market in helping sufferers and clinicians in the management of food intolerance and chronic symptoms.

2013 – Present, Trillian Group Ltd (Malta) Non-Executive Director ([www.fortytwogroup.com](http://www.fortytwogroup.com))

A multinational group with offices in UK, Sweden, Singapore and Malta providing wholesale and enterprise level A2P messaging services and network security platforms for mobile network operators.

2013 – Present, Disability Shooting Great Britain Ltd (London) Chairman ([www.dtsgb.org.uk](http://www.dtsgb.org.uk))

The national governing body for disabled shooting with responsibility for promoting the long term development of the sport and for developing talent up to Paralympic level.

2016 - 2017 British Shooting Ltd (Bisham) Non-executive Director

Representing the national governing bodies of competitive target shooting within the Olympic, Paralympic and Commonwealth disciplines, I was on the board during the integration of the Paralympic squad into British Shooting for the Tokyo cycle.

2012-2015 Asio Ltd (London) Non-Executive Chairman (<http://chirp.io>)

The company behind the “Chirp” sonic communications brand. Chirp is an over-the-air, communications platform.

2009 -2010 MARSS SAM (Monaco) Interim CEO ([www.marss.mc](http://www.marss.mc)). Retained by the investors with a brief to move the business into a full commercial operation to exploit the company’s remote sensing, anti-piracy, technology platform for ports and shipping. The brief included resolving organisational and partner difficulties, renegotiating public funded projects with the EU COMMISSION, NATO, THE EUROPEAN SPACE AGENCY, CARNIVAL and BW and preparing the company for the raising of development funding. As a result the company was acquired by Sonardyne.

**Previous Full time employment roles**

**2003-2009 Image Semantics Limited (Cambridge) CEO**

A mobile messaging company designing, developing and hosting, client/server multimedia messaging and personalisation services under the ‘Fun Text’ brand for leading mobile network operators and handset manufacturers in Europe and USA including SPRINT, VODAFONE, ORANGE, O2, T-MOBILE, 3(UK), SONY ERICSSON. Global advertising funded campaigns run for major brands including COCA COLA and SMIRNOFF.

* Sold business in July 2009 to Swedish listed messaging business, Mobispoine AB

**1992–2002 COGNITO Ltd (Newbury, Berks) CEO** (www.cognito-iq.com)

The UK’s first wireless mobile data solutions company developing integrated systems for organisations with field-based workforces. The company ran a UK wide radio network, designed and licensed the manufacture of hand held terminals and developed software for the proprietary Cognito network and GPRS networks.

With offices in the UK & Germany, the business secured long-term contracts with clients such as XEROX, SIEMENS, HONEYWELL, OLIVETTI, HOTPOINT, ELECTROLUX, BARCLAYS, NTL. The company achieved peak annual profits of £2.5m.

In 2000 led sale of business (at enterprise value of £40m) to Private Equity Groups (Foreign & Colonial & Baring).

**1992 CONSULTANT for SUN MICROSYSTEMS Inc (Woking, Surrey)**

Europe wide marketing assignment (12 months) to improve the information flow throughout the sales channel structure. The ultimate solution was implemented worldwide.

**1990-1991 FTS Ltd (Milton Keynes) CEO**

Computer services company 1990 t/o £15m (pre-tax profit £1.3m) built through acquisition by Ferrari Holdings Plc of Cifer Plc, Blue Chip plc and Pericom Plc. Brought in by Ferrari plc to work on acquisition team in £5m purchase of Pericom plc; appointed MD to integrate into a single FTS company which involved fundamental reorganisation before leading sale of business to VIDECOM Ltd.

**1985-1990 Interim Management**

Interim management services specialising in assignments in the IT industry.

Principal clients included NOVELL Inc.FERRARI Plc.,MANEX BANK Ltd., SPARTEX Ltd.

**1982–1985 INTELLIGENCE (UK) Plc (London) DEPUTY CEO**

Distributor and retailer of proprietary financial planning software and personal computer hardware. T/o £5.7m. Responsible for managing the PC dealership and led its successful sale to SPARTEX Ltd. Also responsible for the worldwide distribution of own design PC expansion hardware.

**1980-1982 GENERAL ELECTRIC Inc (London)**

Responsible for the development and technical support of IBM and DEC based Mainframe time-sharing accounts in the Energy sector. Specialist in Financial Planning and Relational Database applications.

# PERSONAL

**Education:** Norwich City College, HND Computer Science; Harrow School, 2 A Levels and 7 O Levels

**Status:** English, Married with 2 children