

LEWIS JONES

CAREER HISTORY

August 1994 – Present

Communiweb Ltd

Communiweb Ltd provided interim management services to a variety of clients. My significant engagements within that period were as follows:-

Compsoft plc

Compsoft is a long established UK plc providing database and transaction based software and my role was to take charge of Business Development in a new line of business being introduced to variety of industries.

AppWorx Europe Ltd

With AppWorx, I was contracted as part of a team to build the European subsidiary of a US company at start up and developed innovative system software that develops integration with ERP systems. My contribution was principally working with financial systems. These were high value system implementations, typically aimed at the most successful corporations and involving extensive liaison with clients, the leading consulting partners and the most prominent ERP vendors. They required substantial attention to detail and financial practicality.

Town Pages Ltd

In 1994, I looked to create opportunity using the Internet technology then in its infancy. I developed the idea and developed the new technology at an early stage to create a basis upon which the company had real value. From this basis, the company proceeded to flotation on the AMEX exchange (part of NASDAQ) in early 1999.

John Bannerman Ltd

I accepted the role of Finance Director on a consultancy basis for a Lloyds of London Insurance Brokerage. This continued between 1995 and 1999, acting for that company as an agent of change during a period of volatility in the London Insurance Market. I helped to plan strategy, and leverage technology to make the strategies happen.

Lanchester Technology Software Ltd

I was in charge of Business Development strategy for the software systems created at Orico, continuing to attract and manage sales to major international Shipping companies.

As part of this engagement, I created a strategy of combining applications, B2B Internet strategies and CRM and knowledge management tools. This was one of several Partner Sales arrangements.

Mid 1987 - August 1994

ORICO Systems Ltd

I founded a computer Systems Company providing and implementing hardware, software and consultancy to the Shipping Industry. The company supplied package and bespoke financial applications to major shipping companies.

As Managing Director - prime representative for the organisation, conducting successful negotiations at senior level for major sales with British Steel PLC (as it was then) Shell Tankers B.V. (Rotterdam) and others.

Dec 1984 - Mid 1987

Data-Ship (U.K.) Limited

Data-Ship was the UK subsidiary of a Norwegian PLC, dealing in computer systems for the shipping industry.

Joined as Account manager, additionally selling where appropriate to new customers.

- With one other person, I shared responsibility for setting up the UK organisation.
- Won the companies largest ever deal (£400,000) and project managed the set-up installation and training.
- I achieved sales in excess of one million in both 1985 and 1986.
- Promoted to Sales Director, and in 1986, accepted the position of Managing Director. By now the company employed 8 people and had a turnover of £1.5 Million, of which I had personally achieved £1.25 Million.

I left to form my own company. I parted amicably with the company, following full discussion of my intentions.

1984

CONSULTANT (OWN ACCOUNT)

Working for a range of companies, dealing with the introduction of Information Technology, primarily in respect of financial systems.

Sep 1978 - Feb 1984

B.A.T (U.K. & EXPORT) Ltd

Started as Accounts Payable Clerk in the export department. Over a period of 2 years I worked through the Accounts department and was put in charge of a small section.

I later moved to UK Accounts as a Financial Accountant, one of a team of four running the department of 90 people.

- Prepared the profit and loss accounts and the balance sheets for the division.

In 1984 the UK operation closed down. Opportunities to move abroad were available, but I chose voluntary redundancy.

Nov 1974- Aug 1978

Lloyds Bank Ltd

Worked in the bank performing general clerical duties. During this time I started banker examinations. For the last two years, I was in charge of a fully opening sub-branch, where I was responsible for all banking transactions, and with a security guard only, learnt a great deal about self-discipline. I left to join B.A.T to gain more direct commercial experience.

EDUCATION, TRAINING AND RELEVANT INTERESTS

Current and Recent Offices Held

- Chair of the Oracle Special Interest Group of Scotland.
- Member of DTI steering committee for exploitation of MEMS technology
- Non-executive director of a leading "learndirect" centre in the South of England
- Advisory consultant on entrepreneurial course content at the University of Durham

Education

- Part Qualified Accountant and member of CIMA
- Certified Member of the IACCM
- ONC Business Studies
- 6 O-levels; 3 A levels (in Economics, Law and Accounting)
- Educated at Strodes Grammar School, Egham, Surrey.

Non Accounting Training

- Significant amount of project management, computer systems training and business systems analysis courses attended.
- Various courses in a range of disciplines within Sales and Marketing.

PERSONAL DETAILS

NAME: Lewis Frederick JONES

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DATE OF BIRTH: 28th March 1958

MARITAL STATUS: Married to Jennifer with one son (14) and daughter (9)

LEISURE INTERESTS:

I have enjoyed being around my children while they are young. My son is now beginning to find his own way now, and my daughter is well established at school.

I am very sport orientated. I am a cricket enthusiast, and also enjoy playing squash and golf. I spent many happy years playing both rugby and basketball, having reluctantly hung up my boots/trainers in the recent past. I maintain an active interest in sports in general.

I have an active interest in current affairs, and am a keen vocational student of history (Ancient and Modern) of the British Isles and it's peoples.