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# CV Allister Frost

## Introduction

Professional software architect, consultant and mentor, designing and developing systems since the mid-1990's for companies of varying sizes (start-ups to 'blue-chip'), in public and private sectors. Safaricom 'm-pesa' (Developed for Vodafone in 2009) is just one example of a large-scale micro-payments platform in commercial use today and radically changed the concept of banking for the 'unbanked' in developing countries.

Fresh with new ideas, I adapt quickly and flexibly to changes in ways of working, matching the rapid pace of business, as new technologies are developed and become adopted.

**What I am looking for** - I am keen to work on innovative and challenging projects, designing and improving systems and strategy, delivering renewed effective solutions that plan ahead to robustly address new security threats and future business requirements.

**What I can offer** - I offer a flexible working approach (contract, fixed-term, interim or permanent), working with you by helping to facilitate or by being directly involved leading and mentoring your teams. Designing and developing solutions to your (or your end-clients') business and technical requirements, I can achieve great efficiency, within budget and time constraints to the highest quality using automation where possible (Code Generation, DevOps and Automated Testing as examples).

**What I have most recent expertise in** - I have designed a Startup Incubator programme, this involved creating the investor, partner and startups agreements (signed off by qualified Legal), development of the software platforms to run the programme, business requirements and consultancy, software prototyping, designing training materials, mentoring, Interim roles such as Chief Technology Officer, Software/Solutions Architect, Lead Developer, Software Testing, Innovation Design Consultancy and Due Diligence are provided to the Startup founders, until they fill the roles on a more permanent basis.

Startups sectors include; Agri-Tech (Drones and Robotics), AI (Machine Learning), Art (Advertising Marketplace), eHealth, Education, Game Development, Renewable Energy, Fintech - Blockchain / Distributed Ledger Technology (DLT), CryptoCurrencies, Stock Market Analysis, Mobile Payments, Anti-Money Laundering (AML). Cyber & Information Security (Counter-threat analysis from Virus, Malware and Ransomware). Semiconductor Systems Design (System-on-Chip SOC, FPGA Prototypes, Logic Circuit Design) and Augmented & Virtual Reality.

## Achievements

- **2016 to 2018** - Secured multiple meetings supporting a Startup Incubator programme which supported onsite and remotely around 100 founders, leading a number of qualifying Startups (£100m+ pre-money valuation) to investment opportunities. I provided an environment and infrastructure with financial, legal and business advisors on-hand. Developer, trainers and consultants also assists by validating and improving the Startups offering to customers and investors. I later led investment rounds to secure Investor interest in the programme of over £1b for 2017 from a number of High Net Worth (HNW) individuals and suitable investment funds mainly from Cambridge & London but also US & Europe.

- **2015 to 2016** - Lead a team from Microsoft Research Cambridge and Microsoft UK London, which won the People's Choice award in OneWeek at Microsoft for the design of a humanitarian product for Save the Children using Microsoft HoloLens, Azure and other Microsoft Products.
- **2014 to 2015** - Secured a deal with London Southbank University to provide the Service Oriented Architecture modules on an MSc Informatics course.
- **2012 to 2013** - Designed the DevOps Automation Platform for a major UK Grocery Retailer.
- **2010 to 2011** - Designed the Platform which was premiered at the Mobile World Conference 2011 in Barcelona for Fujitsu, Self-Optimisation of the access Network (SON) for 4G networks.
- **2009 to 2010** - Secured a UK Government deal working with DECC & directly with Ed Miliband.
- **2007 to 2009** - Designed the many systems (Payments, AML, KYC) supporting 'm-pesa' for Safaricom & Vodafone. Team was awarded Mobile World Congress Award for m-pesa as 'Best Mobile Money Service' in 2009.
- **2006 to 2007** - Designed the software for a prototype 'e-book' device for presentation to investors (\$80m investment followed a very well received team pitch).
- **2003 to 2006** - Designed and successfully operated the shipment tracking systems used at a 'blue-chip' pharmaceutical for over 3 years and continues in operation for many years after that.
- **2002 to 2003** - Secured a deal with Microsoft for providing internal communications over Microsoft Smartphone using the HTC 'Canary'. Delivered the NASDAQ 6th Life Sciences Forum Webcast & Veritas Software Corporation's London Analyst Meeting in 2003.
- **2000 to 2002** - Secured a deal with Inmarsat to design a system to manage their digital assets. (\$20m investment followed a very well received team pitch).
- **1998 to 1999** - Secured multiple deals with United Biscuits for their many online brands. Designed the Ultimate Pub Guide for Shepherd Neame with Virtual Tours of over 500 pubs across the UK.

## Career

January 2015 – Present

*Senior Technology Advisor to Portugal Ventures. Lisbon, Portugal and Cambridge, United Kingdom*

I provide both technical and business advice for the Call for Entrepreneurship Ignition programme. Advising the Investors and Founders at every stage from Pre-Seed, Seed and Venture (Startup and Growth).

Startups advised – Aptoide, B-Parts, boomApp, Codacy, GetSocial, GLEAM, JiTT Travel, muzzley, Outsystems, Petable, Phonenear, Sceelix, Storyo, Storytrail, Wizi, Xhockware.

Share Capital: 40,412,650.00 Euros

History: Created in June 2012 as a result of the merger of the three companies in the financial sector of the State of Venture Capital and Private Equity - AICEP Capital Global (created in 1988), InovCapital (created in 1989) and Turismo Capital (created in 1991).

Activity: Investment in Venture Capital

Funds under management: 213M€

June 2016 – May 2018

*Strategic Advisor to 42 Signals Ltd. Cambridge, United Kingdom*

42 Signals is a technical design laboratory for projects in areas of software and programming language development. Products such as graph databases, hardware designed (Bitcoin Cashpoints, Mobile phones, IoT Routers), network security. I advise 42 Signals in developing the market in which I see their approach to system design being adopted.

Customer requirements from Automotive, Defence and Fintech has resulted in further designs for Blockchains (Distributed Ledger Technology, Non Von-Neumann CPU Design (FPGA to SoC) & Systems & Logic Design. I provide strategic direction and connections and capability to execute. I have co-developed product ranges which can make use of the underlying patents and introduced the founder to investment opportunities such as Portugal Ventures - Call for Entrepreneurship, for which I have also provided Due Diligence advisory to.

May 2016 – October 2017

*Founder Acorn Innovate. Cambridge, United Kingdom*

As a start-up mentor I have drawn upon my experiences over the past two decades to advise start-ups during their rapid growth phases - Pre-Seed, Seed and the following Venture Capital (VC) Series 'A' through 'C' rounds.

I provided due diligence by reviewing potential investments, software architectures, ALM systems & codebases, frameworks, security and provided security and performance reviews as necessary.

I provide advice about the many types of Accelerators, Incubators & VC funds including; Barclays Accelerator, Google Ventures & Google Campus, Cambridge IdeaSpace, O2 Telefonica Wayra & Microsoft Ventures.

I have also made 'seed' investments in various charities and early-stage companies; 42 Signals Ltd, Centre for Computing History (Charity No. 1130071), DNAdigest (Charity No. 1154095) & VR Labs Ltd.

April 2015 – April 2016

*Senior Premier Field Engineer for Microsoft*

*Cambridge (Home-based), United Kingdom*

Achieved my life-long ambition to work for Microsoft as a permanent employee. I learned a great deal during my year about the corporate consulting practices. Taking my experience as a consultant of 20 years as both a developer and solutions architect, I was in charge of creating and leading a new Practice specialising in TFS (Team Foundation Server) Office365 & Azure and develop Microsofts Cloud strategy for our top tier corporate clients. Working with Senior Management and the many Technical Account Managers, I ensured our clients got the best out of their investment in Microsoft technologies.

January 2014 – Current

*Sessional Lecturer at London South Bank University (LSBU)*

*London, United Kingdom*

Delivering Software Architecture modules as part of the MSc programme, covering Service Oriented Architecture (SOA). Using our industry-led approach (approved by External Examiners and the University), our 5-day module covers both practical and theoretical principles and code examples. Modern technologies and approaches, including RESTful, Hybrid Cloud, Web & Mobile Apps were covered in the course and was well received by the students and staff.

May 2012 – July 2016

*Founder and Company Director for Code Cambridge Ltd. Cambridge, UK*

Code Cambridge provides software consultancy to a wide range of customers, focusing on the 'Silicon Fen' around Cambridge. Setup of many Software Development Life-cycle systems (SDLC's) Experience gained from a variety of Continuous Integration (CI) and Agile projects (often using Scrum). Proficient in Microsoft Team Foundation Server (TFS), Hyper-V, System Center Virtual Machine Manager (SCVMM), Lab Management (customised XAML Build Workflow), Test Manager, Automated UI Testing (C# Coded-UI) of ASP.NET & MVC websites. Bespoke instructor led training courses. Client projects include design, setup and training of Microsoft TFS ALM Lab Management systems for a mobile security technologies company in Denmark, review of a content management system (CMS) for schools. Clients include; UK Government, CGI Logica, Microsoft Gold Partners, Retail & Utility companies.

September 2007 – Current (On standby due to my other commitments)

*Microsoft Community Leader & Co-founder Next Generation User Groups UK (Pro bono).  
Cambridge, UK.*

Co-founded a much-needed User Group for IT pros and developers in the Cambridge area at Microsoft Research Cambridge (MSRC). Grown to support a community of like-minded people interested in leading-edge technologies of the time. e.g. Blockchain, C#/F#, Node.js, Quantum Computing etc.

In regular contact with key people from Microsoft Research Cambridge, Microsoft Consulting Services, Developer & Platform Evangelist (DPE) Reading and Microsoft product teams in Redmond. Regularly attending the Microsoft Professional Developers Conference (PDC) & Worldwide Partner Conference (WPC), Mix/ReMix & TechEd sourcing quality speakers for our events. Hosted and the NxtGenUG Fest 2009 in Cambridge with over 100 delegates.

May 2003 to December 2012

*Founder and Company Director for Clarity IT Ltd. London & Cambridge, UK.*

Software development and consultancy for 'Blue-chip' clients including; Atos Origin, British Council, Cap Gemini, Carlsberg, Business Objects (Crystal Decisions), DHL, Fujitsu, Genzyme, Huntsworth Group, IMG, Logica, Microsoft, Nestlé, RR Donnelly, Sagentia, Sogeti, Sybase, Safaricom, Vodafone.

May 2002 to April 2003

*Co-Founder and Technical Director for Blue-wire Ltd. London & Cambridge, UK.*

blue-wire is a mobile software startup, using leading-edge Microsoft technologies for mobile content.

FTSE-100 listed clients; Condé Nast, EMI, Microsoft, Orange, Rough Guides, Sky, Time Warner Music.

October 2000 to May 2002

*Head of New Media Development for Article27 Ltd, London, UK. NY & Boston, US.*

article27 Ltd was a digital asset management company; we developed an online content management tool called Aladdin built on IBM WebSphere 3.5 (J2EE), Oracle8i and Apache using Sun Ultra 10 servers.

Clients; Astream, Inmarsat, Wills Eye Hospital.

January 2000 to October 2000

*Lead Web Developer for Red Banner Ltd, London, UK.*

Leading charities and clients; GreenPeace, National Canine Defence League, Unilever, WaterAid.

October 1998 to Dec 1999

*Technical Web Designer for Lightmaker Ltd, Kent, UK.*

Developed many leading edge dynamic flash websites. Solutions were built on ASP (VBScript), HTML/DHTML, Perl (CGI), Flash Generator and Hosted on NT 4 Servers. I was in a team of the original founding members.

Clients; KP Crisps & United Biscuits, Mark Hammerton Travel, Shepherd Neame & Total Web Solutions.

October 1994 to Oct 1998

*Co-founder at Impact Computer Services Ltd, East Sussex, UK.*

After freelancing for a few years, I then setup and operated a local service company (whilst studying for my A-Levels). This is where I learnt, System building (Client and Server), building Websites, Interactive CD-ROM's, software development, video editing, effects and production.

## Education

Secondary to A-Level education at William Parker School, Hastings, East Sussex. 1995-97 A-Levels: Computer Studies (D), English Literature (D), Physics (F) and General Studies (D). 1994-95 GCSE's (7 A-C's) - Art(B), CDT(D), English(BB), Geography(B), Latin(E), Maths(C), Science (BB).