

Overview

Based in Dublin, Ireland, JDM Services provides consultancy services to SMEs, Venture Capital firms and Government agencies. Services provided include:

- Strategic corporate review
- Operational management “bootstrapping” and support
- Technical and market product positioning and presentation
- Sales Management, support and presentation
- Development management review and team building
- Technical, management and operational due diligence
- Due diligence preparation
- Fund raising facilitation
- Interim management & Mentoring

Clients – VC Firms & Portfolio Companies

- **IIU & eSpatial (Ireland & USA):**

Retained by International Investment & Underwriting (IIU) as COO for enterprise Geographic Information Systems (GIS) firm eSpatial (www.espatial.com) following a due diligence preparation review.

Initially responsible for corporate & management restructuring including product development, service delivery, product positioning and key customer sales support in the US and Europe.

During the assignment eSpatial's iSmart product suite was overhauled and repositioned for sale within enterprise markets. Key new members of staff and management were sourced and new customers secured.

Since July 2005 responsible for sales marketing, alliances and services in eSpatial. Customers have grown from 4 in January 2005 to over 30 in 2007 and the percentage of revenues from the original “cash cow” customer has grown 300% since July 2005. Customers have been secured in the US, UK, Greece and Portugal and include the US Department Of Defence, US Air Force, Jeppesen (a division of Boeing), USGS, Verizon & Hull City Council (UK).

Currently building the eSpatial alliances and partnership channel to grow non-direct business in other territories including Australia, Europe and Latin America.

- **Trinity Venture Capital (Ireland):**

Carried out organisational and technical due diligence review of prospective portfolio investments.

- **Alchemy Partners & Cedar Group (UK):**

From early 2004 to 2006 provided services as group CTO for Redac, a holding company owned by The UK private equity firm Alchemy Partners. Redac consists of three separate business: Cedar software (financials & HR s/w, now CedarOpenAccounts), CedarHR (police HR s/w) and Kognitio (data mgt & migration). Tasks included strategic technical and product positioning, management of COA product management group, development of an offshore development centre and the review of mergers and acquisition prospects. Five companies were acquired by Cedar since 2003.

Previously carried out an organisational, product and management review on behalf of Alchemy Partners of the Cedar software group following the public to private buy out by Alchemy. The review was followed by an assignment to implement the revised strategy as Programme Manager for a major new product release (eFinancials v3). This release was instrumental in turning around the revenues of Cedar and resulted in the successful migration of their 400 customer base to the new product.

- **Soft-Ex & Act Venture Capital (Ireland)**

Carried out product strategy and positioning reviews for the Soft-Ex product suites.

- **Advent International & JacobsRimell (UK):**

Interim COO for the London based Telecoms provisioning firm JacobsRimell following funding by Advent International and Merrill Lynch.

Government Agencies

- **Enterprise Ireland (Informatics Directorate):**
Co-ordination and execution of a series of reviews of PATS research projects funded by EI. Work consisted of assessment of commercial potential and technical content followed by proposals for further funding.
- **Enterprise Ireland (IP Audits):**
Ongoing provision of IP audits for Enterprise Ireland for funded projects in third level institutions.
- **Enterprise Ireland (Digital media district):**
Carried out research and analysis activities for Enterprise Ireland's work in the Digital Media District.
- **Enterprise Ireland (Commercialisation Technology Development Fund):**
Provided services as panel reviewer for proposed CTFD investments from academic institutions in from 2005 to present.

Other Clients

- **Arrantech:** Strategic review facilitation services for Customer Experience Management Telecoms Software firm Arrantech.
- **Orbism/Whiteview:** Mentoring & consultancy role for Orbism, a company migrating from service provisioning to product sales in the CORBA/J2EE space
- **3tL:** Strategic positioning consultancy for 3tL, a small Irish company in the mobile Value Added Services sector.
- **Centre for Unified Computing (UCC Cork):** Ongoing consultancy work to assist positioning of research activity of CUC in the area of distributed parallel computing.
- **Deal Dynamics:** Operations and technical management support for Deal Dynamics, a Irish company specialising in eLearning simulation software for financial services.

Biography

David Miller (principal of JDM Services) is a senior manager in the IT & Venture Capital industries with over 25 years development, managerial, business development and venture capital experience.

Since 2001 David has been providing services to technology companies funded by a number of Venture and Private Capital Investment groups including International Investment & Underwriting (owned by Dermot Desmond), Alchemy Partners, Trinity Venture Capital and ACT Venture Capital. Assignments are typically initiated by a strategic review activity followed by a hands-on assignment within the organisation.

David is currently serving an assignment as COO with eSpatial, a software company specialising in Oracle based Geographic Information Software. Current work includes responsibility for sales, marketing, alliances and professional services. Previously responsible for product development restructuring and consultancy plus sales support and positioning with key prospects in the US and Europe.

From 2001 to 2002 David served as COO/CTO with Sepro Telecom International, an Irish VC funded company in the Telecoms / eBusiness rating and billing market. A member of the Sepro board, David was responsible for corporate development and organisational as well as fund raising (with Trinity Venture Capital).

From 1999 to 2001 David served as a partner with the Venture Capital firm Agincourt, responsible for all aspects of the investment process, specialising in operational, engineering and general management review.

From 1996 to 1999 David worked for IONA Technologies (NASDAQ: IONA), holding the position of Senior Vice President, World-wide Engineering. Responsible for the growth of the global Engineering and support organisation from its pre-IPO numbers of 50 to 260 staff in a period of less than three years across three sites in Ireland, the USA and Australia. Also responsible for relationship and sales management for key customer accounts including the Boeing commercial aircraft group.

Prior to IONA David served with a variety of International companies in Ireland and abroad including ICL/Fujitsu, Merrion Gates Software and Logica BV. Roles included software project and programme management, sales support, business development, marketing & quality management.

David is First Class Engineering and Mathematics graduate of Trinity College Dublin and has completed a series of courses in management, quality auditing, finance and business development in institutions including Trinity College Dublin and the Graduate School of Business, Stanford, California.