

David Tee

An experienced international manager with expertise in business incubation, entrepreneur support, new business startups/spin-outs, EU projects and general consultancy. Over 30 years hands-on experience across multiple business environments within Europe, Middle East, India and North America. Ability to design, develop and manage complex projects; skilled in strategy development and implementation. An effective communicator at all levels. Results orientated with excellent relationship management skills & empathy for different cultures. Strong ICT background, with ability to map business needs onto technology solutions.



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Key Career Achievements

- Head of Membership Services at EBN supporting new services, communications channels and events to members
- Designed and delivered an updated web platform for EBN staff and members providing information and services to the whole network
- Successful turnaround of €4m R&D commercialisation / innovation support / incubation project for European Union (EuropeAid) in Jordan
- Managed the development & delivery of a network of Business Incubators / Innovation Centres in Jordan
- Appointed EU|BIC Expert by European Business and Innovation Centre Network (EBN - Brussels)
- Managing Director of the London Business Innovation Centre
- Delivered Web 2.0 energy management / security system for UK start-up (established and managed Indian development team)
- Founded successful IT businesses; Konetic Ltd & Oak Solutions

International

Brussels

Jordan

Palestine

Egypt

India

Ukraine

Canada

South Africa

Incubation

EBN Services

SRTD Project (Jordan)

EJADA Project (Jordan)

PICTI (Palestine)

London BIC (UK)

Start-ups

The Business Incubator

AlertMe.com

Konetic Ltd

Oak Solutions

Technologies

SaaS

Web 2.0 / Ajax

LAMP

Misc

UK Citizen

OCI Status in India

Full driving licences

Career History

Head of Membership Services, EBN, Brussels

October 2013 to date

Responsible for enhancing existing services, communications and events, and developing new online and offline services for this international network of innovation-based business support organisations. Supporting strategy and implementation.

CEO / Publisher/ Co-founder, Incubation Worldwide Ltd

March 2012 to date

Co-founded to publish *The Business Incubator* magazine as the first global trade publication for incubation, acceleration and entrepreneurship support professionals everywhere. Delivered practitioner-originated content, expert analysis, news, spotlight on incubators, showcase of successful incubatees, and reviews of resources. Magazine title acquired by EBN in 2015.

Founder / Director, Tenforward

July 2002 to June 2014

Responsible for delivering economic development, ICT consultancy and project management. Business modelling and planning for location-based technology platform SME spin-out in UK (2012). Delivered Business Incubation Project finalisation in Ukraine (2011). Delivered Business Model Training at ICT incubator in Ramallah, Palestine (2011/12). Delivered internship training programme for Jordanian EU R&D/Innovation project (2008).

Technical Assistance Team Leader, SRTD Project, Jordan

Feb 2009 to Mar 2011

Responsible for all technical assistance on €4m EU-funded project that supported R&D, technology commercialisation, innovation and business incubation. Delivered successful turnaround of the project after suspension, one year into implementation. Developed the new strategy, advised the Project and EU Delegation on all aspects of strategic planning, use of local and international resources and delivery of project goals. Designed and implemented technology transfer programme, using experts from Cambridge University, Imperial College and others. Built on existing incubators assisting two to reach European quality standards as set by EBN. Responsible for delivering 500 short-term expert days of consulting support (via EBN), €400k incidentals budget and €900k of small-scale research grants and startup seed funding.

Executive Director, AlertMe Software Solutions Pvt Ltd, Chennai, India

May 2006 to Feb 2009

Established the Indian subsidiary of AlertMe.com Ltd, recruited the team, and managed operations in Chennai, India. Part of senior management team that delivered strategic direction to the UK parent. Responsible for design, implementation and delivery of web 2.0-based home security and energy management services. Integrated the requirements of hardware, marketing, production, customer service. AlertMe was sold to British Gas in 2015 and is now marketed as Hive.

International Expert, Business Incubation, EJADA Project, Jordan

May 2004 to May 2006

24 month contract with Euro-Jordanian action for development of enterprise (EJADA) project. Developed proposals for an Innovation Policy for Jordan in collaboration with JUMP. Worked independently with Jordanian nationals to create a network of incubators. Responsible for all aspects of delivery: incubator business plans, operational procedures, entrepreneur training, incubatee selection; knowledge transfer to local managers. Subcontracted through EBN.

Managing Director: London Business Innovation Centre Ltd

Feb 2003 to Dec 2003 – London, UK

Responsible for P&L for £2.5m turnover public/private partnership high-tech incubator. Appointed to assess future & deliver turnaround on public funded business model. Negotiated with key creditors, potential financiers, agencies & govt. on solutions. Implemented new model and monitored progress – received well by stakeholders. Due to external factors put company into administration with support of stakeholders.

Early Career

Co-Founder / Chief Operating Officer: Konetic Ltd
Director – Telecom, Media & Retail: Momentus Ltd
Senior Consultant – Media Futures Practice: SRI Consulting
General Manager (Education Online); International Business
Development Manager, Project Manager (Acorn Computers); Founder (Oak Solutions)

Education

BSc (Hons) Software Engineering, University of Birmingham, UK (1986)

References

Entrepreneurship and Incubation

Mr Philippe Vanrie
Ex-CEO
European Business and Innovation Centre Network
philippe.vanrie@ebn.eu

Technical / Operations

Mr Pilgrim Beart
Founder and CEO
Device Pilot
pilgrim.beart@devicepilot.com

Consultancy / Project Management / Operations

Adam Wright
CTO / Operations Director
Phoebus Software
kprime99@hotmail.com

Links

www.ebn.eu
www.alertme.com
www.konetic.com

Public speaking

Moderator
“European Innovation Summit” (Brussels, December 2015)

Expert Jury Member
“OECD Western Balkans Enterprise Development And Innovation Facility - Triple Helix Competition” (November 2015)

Panel speaker
“MENA ICT Forum”
(Dead Sea, Jordan, March 2013)

Keynote speaker
“Innovation in the Public Sector Conference”
(Jordan, October 2011)