



Valerie Holt

Valerie works as a facilitator, interim manager and mentor with a number of technical companies involved with the Internet. Since 2000 she has been employed on an interim basis by both BT and Virtuebroadcasting, a streaming company. Now she is an advisor to Reciva, an Internet Radio company, Shopfitter Ltd a free shopfront, TextOre, an advanced search engine company and Sharedband Ltd, a Broadband technology. UKBroadband Ltd., of which she was a non-executive director, was acquired by PCCW in October 2003.

1995 – 2000 VP PSI Inc., VP PSINet Europe, Managing Director of PSINet UK, PSINet Hosting UK Ltd, PSINet Jersey companies etc.

In 1994 PSINet acquired a struggling EUNET GB and when she left in March 2000 PSINet UK turnover exceeded £42 million, it employed over 260 staff and had less than 3% overdue accounts. PSINet UK market share was equal to that of BT and just behind UUNet on an investment from the parent company of less than £2m.

Valerie planned the London Hosting Centre and created a product range a project that become cash neutral in less than 2 years. She worked on the acquisition of companies in Holland, Jersey and Spain and, while responsible for Benelux, turned Holland from a loss-making concern into the first European subsidiary to become cash neutral.

1993 - 1995 Valerie gained extended understanding of technology by working for I2 Software Ltd, Cambridge. I2 Ltd. produced software that enabled the sequence of events to be charted to help investigators link events and people to time and place. Valerie joined a two-man software team and as assistant to the M.D. undertook all the non-technical corporate roles and then recruited experts to handle Sales, Marketing, Finance and Selection and Training. Before she left she set up the highly successful American subsidiary in Washington. The company was taken over in 2005.

Early Career

During the years 1983 and 1991 Valerie's son, Patrick, was severely handicapped so she undertook a limited number of local projects, in addition to taking responsibilities as a parent governor and working on a documentary for the BBC. These included a part-time role as Corporate Advisor/Manager at Acorn Computers. Here, she was introduced to computers and the Internet. When her son died she began more corporate work, which resulted in her subsequent career in the Internet.

During this time Valerie helped Peter Dawe build Unipalm and subsequently Pipex, the first UK ISP.

1972 – 1983 Director, Financial and Corporate Affairs, Burson Marsteller.

Starting in 1972, Valerie progressed through a series of increasingly senior positions in communications consultancies. Her achievements include researching for Professor Roland Smith (UMIST Prof. of Marketing), forming JWT Contract to handle low budget financial clients, European listings for AT&T, United Technologies, Rockwell and other major US corporations. At BM she advised both UK and US blue-chip companies on acquisitions, mergers, down-sizing, media training and presentation of financial data. She also made representations to Government on impending legislation.

1970 – 1972 Investment Assistant, Hill Samuel & Co Ltd.

Valerie joined Hill Samuel as a management trainee in the Investment Department and moved to gross fund management after a year to manage the high yield and offshore dealing funds.

1968 – 1970 Extra-Mural Tutor, University of Zambia.

As a member of Voluntary Service Overseas (V.S.O.), Valerie worked with ZCTU and organised a range of evening classes across the N and NW provinces. She obtained funding for her projects, principally to do with Training and Management issues, from Anglo American and Roan Selection Trust. She worked with the local television company to create awareness of the University and appeared weekly to encourage people to improve their skills. The project was regarded as one of VSO's most successful in Africa and, upon returning home she joined the selection board at VSO.

Education

1964 – 1968 University of Dublin, Trinity College.

Valerie has a degree in Natural Sciences, a subsidiary degree in Economics and a post graduate diploma in Education. In Trinity she started Atlas, an inter-disciplinary magazine, was Secretary of the Student's Union and was responsible for negotiating use of the DUBC boats for the first woman's fours.

Personal

Valerie works with young entrepreneurial people and is Treasurer of UNIFEM London, the arm of the United Nations concerned with helping women help themselves.

She lives in Cambridge with her husband, who also works in the hi-tech industry. She has one daughter, Ana who is working in London. Over the years, she has built up a wide circle of friends and contacts throughout the TMT, legal and financial sectors in Europe and the US. She enjoys reading, writing and travel.