

Pat Chapman-Pincher
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Pat Chapman-Pincher is one of the most successful women in the global communications industry. In a career spanning more than 30 years she has been responsible for creating and growing major multi-national companies in the Internet, fixed and mobile telecoms sector. She has also participated in start-ups of small technology companies and has board level experience in both large and small listed and private companies. She works in a participatory way and has gained the most satisfaction in her career from growing successful teams.

In the last two years Pat has changed her focus to a portfolio of interests within the ICT sector. She is using her managing and mentoring skills to help small entrepreneurial teams to grow in the new markets created by convergence and also working with larger companies in a non-Executive capacity to help them meet today's new challenges.

In addition Pat increasingly applies these skills to the not-for-profit sector.

Founding Partner and Managing Director - The Cavell Group

The Cavell Group, with offices in the UK, Belgium, and the Netherlands, is one of the most talented and exciting organisations in the new world of converged communications. The company specializes in operational consultancy in IP and wireless technologies and implementations. Its customers range from Blue Chip US and European companies to technology start-ups.

Investor/Advisor/Board Member

Vegastream Ltd

Chairman of a growth company manufacturing Voice over IP Equipment (www.vegastream.com)

Pace Micro Technology plc

Non-Executive Director of one of the worlds leading set-top box manufacturers (www.pacemicro.com)

Sportev Ltd

Chair of Remuneration Committee, Member of Audit and Nomination Committees

Non-Executive Director of a growth company delivering broadband and mobile video sports content (www.sportev.com)

Silverpop UK Ltd

Board Observer following the successful buy-out of Digital Oxygen by Silverpop, a US e-mail company. Founder investor in Digital Oxygen (www.silverpop.com)

GroundWork East London

Trustee of environmental regeneration charity

Past roles

Non - Executive Director Izodia PLC (January 2001 to August 2002)

An LSE listed Software Company. Resigned following hostile take-over

Senior Vice-President WorldCom Global Accounts (February 2001 to November 2001)

Key Achievements:

Responsible for:

- WorldCom's sales to the top 850 customers
- Revenue budget of \$750M
- Teams in EMEA, Asia and Latin America

President UUNET International (February 1997 to February 2001)

Key achievements

- Responsible for all UUNET business outside US
- Grew international organisation from \$ 150M in four countries to \$1.1bn P&L in 22 countries in 3 years with CAGR of over 100% by a mix of start-up and acquisition. Grew a multinational work force of 2,300 people.
- Developed and implemented a coherent global organisation
- Integrated new and acquired companies into cohesive business model
- Created a profitable international operating unit

Director Commercial Operations MFS International (November 1994 – January 1997)

- Part of the original team of MFS, later acquired by WorldCom.
- Responsible for all Commercial Operations outside the US, including Pricing, Product Management, Marketing and Business Development.
- Created pan-European organisation to address deregulated telecoms market

British Telecommunications PLC (1987 – 1994)

Worked in the new product areas of BT leading new commercial projects:

- Head of Products and Procurement BT Mobile – responsible for all aspects of BT's product supply. Additionally served as member of EU Mobile Experts Group.
- Director of BT Personal Communications Development Program. BT's development program to address issues of fixed and mobile system integration.
- Director Advanced Services for Financial Markets
- Board member of Mondex (joint Nat West/Midland/BT e-cash development)
- Other major projects including BT Cable strategy and study of whether BT should enter the banking market.

Earlier Career

Multitone PLC (International Pager Manufacturer) 1995 – 1987

Logica VTS PLC (1985 – 1986)

Universal Wine Warehouse (1981 – 1984)

New Chapel Electronics (1977 – 1981)

IBM UK (1971 – 1976)

BA Hons. in History (University of Bristol)

Member of the Chartered Institute of Purchasing and Supply

Currently studying part-time for a Masters Degree in Environment, Politics and Globalisation at Kings College, London