

Phil Tapsell - Mini Bio

Profile.

TechVenture Solutions Ltd. is led by CEO and founder, Phil Tapsell, a tech SME veteran. He has a long and successful track record of helping tech start ups secure funding, achieve sustainable growth and deliver ROI in line with their investors' expectations.

He has a very clear understanding of how to successfully commercialise innovation and technology through sales led Strategic Business Development.



Phil successfully 'practiced what he preaches' in front line technology business development roles for over 20 years.

For 7 years he worked with global entrepreneur and BBC TV Dragon, Richard Farleigh - one of the UK's leading tech sector private investors (www.farleigh.com). After leading a successful exit, Phil established TechVenture Solutions.

With an MBA from Manchester Business School and a portfolio of clients that include some of the UK's leading technology business incubators, he is one of only a handful of "field proven" business consultants capable and experienced in successfully helping early stage technology ventures to commercialise their innovation in securing sustainable, profitable growth.

He has strategic vision, a pioneer mindset and is a firm believer in keeping things logical and simple. For a number of client companies, many of whom are incubator based and private equity funded, he is a Non Executive Director.

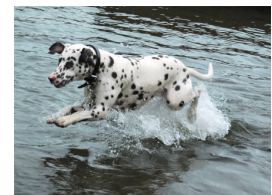
With or without funding, the large majority of technology businesses fail. Phil and the TechVS team successfully address this challenge. Their clients succeed where the majority fail. Their clients deliver ROI in line with expectations and successfully commercialise their innovation.

The ability to successfully navigate this challenging journey, recognise and address the factors critical to success, knowing what works and what doesn't - and the ability to identify the real value proposition and best fit target customers for tech entrepreneurs - is all based on first-hand experience.

Hobbies and Interests.



When not working with technology businesses, you will find Phil either out walking his dog (Gus the Dalmatian) or riding his bicycle. He is a keen supporter of the Manchester based land mines charity, Mines Advisory Group (MAG). He is a founder member of MAG-Net, a business network set up to help raise MAG's profile within the UK business community, and recently visited MAG's operations in Northern Iraq (<http://magnet.maginternational.org>).



He completed a 210 mile charity bike ride to raise money for MAG in 2010, and has since been involved in further fund-raising activities. He will be taking part in more charity rides for MAG during 2012.



Ancient history

Royal Navy Engineer - Nuclear Submarines.
HMS Dreadnought and Valiant.

Three tours of duty in the Falkland Islands.

Assignments to the North Pole, Middle East, Mediterranean, North and South Atlantic Oceans, and North America.