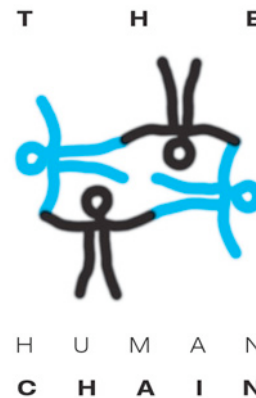


Tim Jefferson Profile



Background

EDUCATION	:	BSc Economics and Law
PROFESSIONAL QUALIFICATIONS	:	Member – British Computer Society (BCS) Member – Certified Institute of Logistics Member - The Expert Witness Institute Chairman of NFC Forum European Events Committee

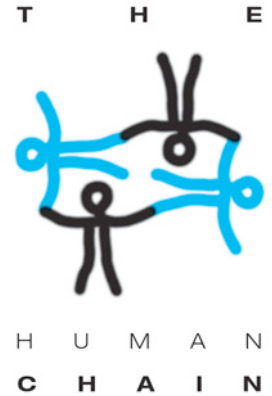
Career Summary

Tim is a senior management consultant with over twenty years of commercial and technical experience as consultant, programme and project manager, technical lead and business analyst. His business knowledge and expertise is now mainly concentrated in the mobile and wireless telecommunications verticals though he has experience of a wide range of other technology sectors coming originally from the transport and logistics sector. He is a natural enthusiast for his subject and has authored numerous reviews, reports, white papers and published documents that provide clarity and understanding of complex technological solutions to help businesses use wireless technology to drive new revenue opportunities and re-engage with their end users.

Tim is an experienced presenter, speaker, facilitator and chairman for a number of mobile and wireless technology events. Recently these have covered mobile banking and payment, mobile internet, contactless/NFC, mobile security and technology within the hospitality verticals.

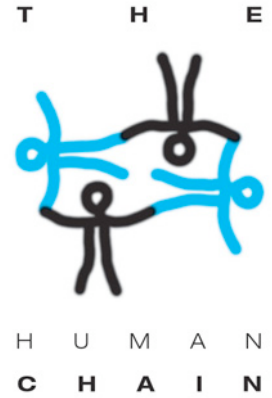
Tim has carried out extensive mobile and wireless eco-system development with work with MNO's/Carriers, SIM, Chipset and Terminal Manufacturers, Trusted Service Managers, Technology Providers, Major Brands and Service Providers. He has provided thought leadership to a range of major businesses in these areas including technology start ups within large corporations.

Tim has a thorough understanding of the underlying firmware, software, hardware, and communications technologies, and is highly computer literate with good experience of structured methodologies. He has also worked on the commercial side of these vertical markets in project and programme management, public sector and commercial IT and Telecoms procurement, business analysis, consultancy, implementation and product lifecycle and new product development roles.



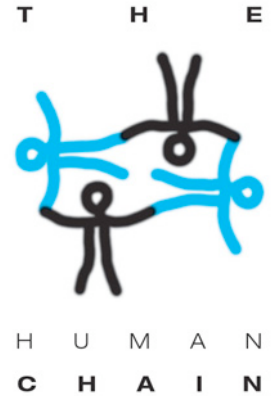
Skills

- Management Consultancy
 - Business proposition and product development – firmware, software, hardware and end to end solutions
 - Process mapping, business modelling, BPR, change management, cost and risk analysis including revenue modelling
 - Facilitation of round table meetings and industry events
 - Mentoring and coaching of senior executives
- Business Analysis
 - Business and technical requirements capture and analysis via workshops and one to ones using Rational Analyst Suite, RUP, Telelogic, DOORS and UML
- Program and Project Management
 - Program and Project Management full life cycle implementation using MS Project and Prince2
- Supplier Evaluation and Procurement
 - ITT and procurement documentation authoring, vendor selection in public and private sectors, Commercial and contract negotiation including partner, supply contracts and framework agreements, OJEC and OJEU notice letting and responding
- Technologies
 - Wireless Mobile Telecommunications Voice and Data Technologies
 - UMTS (3G) – Voice, Video Telephony, MMS, Instant Messaging (IM), Browsing and Streaming
 - GSM Voice and DATA - GPRS, SMS and GSM Data
 - aGPS, GPS, AVL, Telematics and location based services (LBS)
 - PMR, Trunked PMR, Paging, TETRA, O2 Airwave, Mobitex and Satellite Telephony
 - VoIP
 - RFID, NFC, Contactless and Smart Cards, including ISO 14.443 A (MIFARE) and B and ISO 15.693
 - WLAN – 802.X Data and Voice including ZigBee
 - Mobile Applications – content, firmware and hardware
 - Mobile Data solutions - hand held mobile data terminals - wireless (RFID) and barcodes
 - IT Technologies
 - Architecture – JAIN SLEE, J2EE, TIBCO, In-Concert
 - Operating Systems – UNIX, Linux, Windows, NT, RTOS, XENIX and DOS
 - Databases - Oracle, Informix, Sybase and SQL
 - LAN, WAN, WLAN (inc WiFi etc) and VPN – SMDS and MPLS
 - Internet and Intranet



Recent Projects

- Worldwide Technology Provider in Mobile Infrastructure – Senior Consultant
 - Scoped and delivered detailed validation of NFC Trusted Service Manager proposition for mobile payment and transit ticketing
 - Reviewed and analysed business case, revenue model, technical architecture and go to market strategy
 - Designed and delivered new strategy to take existing work re-focus, and then take project through structured new product development process
- Worldwide Technology Provider in Mobile Infrastructure – Senior Consultant
 - Scoped and delivered The Human Chain Mobile X Environment - A rapid prototyping environment for NFC TSM concept demonstration and trials for payment and transit ticketing
- Worldwide Handset Terminal Manufacturer – Senior Consultant
 - Authored major report on mobile payment in EMEA including NFC, contactless and the end to end mobile payment ecosystem
 - Provided senior thought leadership on mobile payment to US parent organisation
- Global Lock and ID Technology Provider – Senior Consultant
 - Managed delivery of strategy, mobile and technical work streams of worldwide NFC and contactless door lock project
 - Delivered fully scoped structured product road map, business case including revenue model and deep technical consultancy around NFC handsets and UICC's
 - Facilitated and ran co-operation agreements with MNOs and Service Providers covering marketing, commercial and technical work streams
- Worldwide Mobile Network Operator/Carrier – Senior Consultant
 - Authored, delivered and analysed RFI for NFC UICC's
- Worldwide Technology Provider in Transit Ticketing Hardware – Senior Consultant
 - Co-authored and delivered technical specifications for mobile communications network to support NFC/contactless transit ticketing
- Mobile Wallet White Paper
 - Authored white paper detailing the current trends for mobile wallets, driving out the opportunities and threats for MNO's, Banks, Servicer Providers and other Ecosystem players
- North American Mobile Payment Technology Provider – Senior Consultant
 - Scoped and delivered a validation of existing business models and go to market strategy for mobile payment solution in North America, including direct to bill, NFC and contactless
 - Authored and delivered detailed report with detailed market analysis of mobile payment
- Alternative NFC Form Factors White Paper
 - Authored and delivered focused white paper on the strength and weaknesses of alternative NFC form factors such as micro SD (uSD), powered and non powered stickers



- Worldwide Mobile Network Operator/Carrier – Senior Consultant
 - Designed, built and validated NFC revenue model for including payment, ticketing, content discovery, loyalty, physical and logical access services
- Global Lock and ID Technology Provider – Senior Consultant
 - Scoped, developed and delivered structured commercial and technology project to deploy major new mobile contactless service including proposition development, partner engagement, business case validation and technical design
 - Mentored senior executives on technology start ups, mobile, wireless and contactless technologies
- Global IT Technology Provider – Senior Consultant
 - Evaluated current NFC knowledge, technical and commercial capability and scoped go to market strategy (GTM)
- Major Management Consultancy – Senior Consultant
 - Authored report on security and risks of using mobile handset as payment device
- Global IT Services Provider in Mobile – Senior Consultant
 - Created and delivered focused mobile NFC knowledge workshops empowering technical and business customer teams, advised on mobile solutions including Contactless and NFC for the mass transit and payment sectors
 - Produced strategic review of the end user, business, commercial and technical implications of introducing new mobile technology into mass transit solutions including EMV
- Worldwide Mobile Network Operator/Carrier – Senior Consultant
 - Developing Near Field Communication (NFC) Mobile go to market strategy and ecosystem development strategy
- Worldwide Hospitality Organisation - Senior Telecoms Consultant
 - Developing Mobile Telephony Strategy including contactless/NFC Trial scoping, capturing marketing, business and technical requirements and mobilising existing content, loyalty and information services
- Worldwide Mobile Network Operator/Carrier – Senior Consultant
 - Developing Near Field Communication (NFC) Mobile go to market strategy, ecosystem development, partner identification, research, pilot scoping, definition and programme management
- British Nuclear Group (BNG) – Senior Consultant providing business, commercial and technical consultancy to various projects:
 - VPN Specification and Vendor Selection - 28,000 users across 25 sites
 - Mobile Telephone Migration (5500 users) Blackberry Server (BES) (500 Users) Migration
 - GSM and 3G Mobile Telephone Base Station Implementations
 - Fixed Line Telecom Review Project – Voice and Data
 - Pager Replacement Project - Project management, technical design of end to end solution and implementation of paging base station solutions