

Survivor Canberra

Tales of mergers and acquisitions in the local IT landscape

Mergers and acquisitions in the information and communications industry sometimes play out like an episode of *Survivor*—full of drama, intrigue and suspense. Explore the unique perspectives our panel of ‘battle scarred’ experts, including those who have remained involved with companies they founded after acquisition and those who have moved on to new ventures.

David Mathews, MD, Crystal Approach, will facilitate the conversation. Learn how each panellist led their respective team through the various stages of the change of company control. What worked well? What went wrong? What lessons can be gleaned by company executives hoping to affect a merger or acquisition for their business?

The Panel:

Rod Hore, Principal, Corporate Advisory, IDC

Mickey Clark, Founder, The Learning Group

David Keightley, CEO ecoSpectral Pty Ltd; co-founder, Mediaware International

Stuart Beil, Executive Director, Funnelback Pty Ltd

Details:

23 September 2010

Venue:

Microsoft
Level 2
Walter Turnbull Building
44 Sydney Ave, Barton

Cost:

Member (CollabIT) - \$35

Non member - \$50

Bookings:

<http://www.eventbrite.com/event/771496567>

For information: Cindy Reese, Lighthouse, 6163 8300



The Panel

Rod Hore



In 1998 Rod joined IDC Corporate Advisory, providing advisory services to the Australian and New Zealand ICT industry. He undertakes advisory roles and M&A assignments.

Many assignments are for the Australian operations of Global companies or Australian listed companies, assisting them meet their corporate growth ambitions. Rod also undertakes a range of advisory services and seminars assisting small and medium businesses achieve growth and sustainability objectives.

Rod has been involved in the ICT industry since 1980, working with ICT consulting companies in Perth, Canberra and Sydney. In his last corporate role, Rod held the position of Regional Manager Global Consulting Organisation for Platinum Technology Inc, responsible for all aspects of consulting operations for the east coast of Australia and New Zealand, reporting to the US head office.

He has a Business Degree in Information Processing and is a Graduate of the Australian Institute of Company Directors.

Mickey Clark



Mickey Clark is the founder of The Learning Group, an internationally-recognised developer of interactive and technology-based learning solutions. In the 17 years he provided innovative learning solutions to Australian blue chip companies, government agencies and large multi-nationals, Mr. Clark served as CEO, and in November, 2008, led the company's acquisition by Talent2 International.

Prior to starting The Learning Group, Mr. Clark served as an International Director at Dun & Bradstreet Software, serving in a variety of R&D, marketing, and product management roles, before being chosen to head up the company's Product Development and Support Division in Japan and Asia Pacific.

Known as a thought leader in corporate learning, he has published and spoken at a variety of HR and technical industry events. He has a B.A. in Literature and Language from The University of Dallas (1978), and upon receiving a Danforth Fellowship to the University of Boston, studied Greek Classics in Boston, before starting his business career.

David Keightley



Coming from a background in aerospace technology, communications and visualisation systems, Keightley co-founded (1997) and co-directed Mediaware International with two other research engineers from CSIRO. Mediaware developed products based on core technology that manipulated and processed compressed domain MPEG video. Mediaware International still develops video analysis capabilities and products (client and server) for digital broadcast and defence surveillance unmanned and manned applications. David was largely responsible for building brand recognition in USA and defined numerous product directions and specifications for UAV systems and broadcast products.

Established a blue-chip customer base in the United States including defence contractors: SAIC, Lockheed Martin, General Dynamics, Raytheon, Northrop Grumman, National Geospatial Intelligence Agency; broadcast customers: Bloomberg, Turner, and key VOD systems requiring localisation of MPEG content.

Mediaware was purchased by General Dynamics GDAIS in late 2007 where Keightley worked for 2 years as a Distinguished Engineer on motion imagery intelligence systems before returning to Australia.

Keightley has founded a new venture called ecoSpectral Pty Ltd, a start-up working on smart sensors to lower energy consumption.

Stuart Beil



Stuart is Chairman and Executive Director of Funnelback Pty Ltd. He has executive responsibility for company wide sales, marketing and customer account management. Stuart was one of three founders of Funnelback when it was spun off from CSIRO in December 2005. He helped drive the initial set up of Funnelback, including its systems, processes, governance arrangements and sales.

In July 2009, Stuart saw through the successful sale of Funnelback to Squiz Pty Ltd a leading Content Management System company.

Prior to Funnelback, Stuart was General Manager, Commercialisation at CSIRO. He has also worked for the Sydney Futures Exchange and as Senior Economist with the Australian Government.

David Mathews



David Mathews is an Owner and Director of Crystal Approach, a Canberra-based ICT Services company. He has over 20 years experience in technical and senior management roles with government enterprises, multinational companies and local SMEs. Over the past 6 years, he has helped build Crystal Approach into one of Canberra's most dynamic ICT organisations.

David is on the ACT Committees of the Australian Information Industry Association and CollabIT, an ICT industry collaboration program. He is also active on the Innovation Taskforce of the Canberra Business Council.