

## Scott Gilmour

### Entrepreneurial Experience:

4/89 to 3/02      *ABC Technologies Inc., Portland, Oregon* [www.abctech.com](http://www.abctech.com)

IA co-founder of this software company, Chairman of the Board for 8 years (while in the US), and still served as a Director when he returned to NZ. He has been directly involved in all stages of the company's growth, from the Business Plan development and capital raising at start-up, hiring key staff, strategic planning, capital structuring, raising expansion capital from SAP, and finally the sale of the company to SAS.

11/98 to 4/06      *Right Hemisphere Ltd, Auckland, NZ*      [www.righthemisphere.com](http://www.righthemisphere.com)

Scott started out mentoring Mark Thomas, the Managing Director of this company, assisting them to develop their Business Plan, raise over NZ\$1.5M of new capital, and map a strategy to expand into the US market. He was appointed to the Board of Directors to help implement the corporate governance structures required as they grew into a major software exporter, with sales offices across the US, a development site in Russia, and industry alliances with key vendors such as Adobe. In late '03, we raised a significant investment from Sequoia Capital, one of Silicon Valley's top VCs, which was followed with a Series B round from both Sequoia and Sutter Hill Ventures in early '05. He resigned from the Board in early '06, as the company had become a US entity, with most of the management team in Silicon Valley, and with 2 top-tier US VCs on the Board of Directors.

5/01 to 10/03      *Seveno Ltd, Auckland, NZ*

Not all of them work out well! Scott was an early-stage investor and Director in this company as it attempted to realise some of the value emerging from the CRIs, in this case in the limnology field (water quality measurement). Despite an angel funding round in late '01, and some market success in the US, the company was not able to generate sufficient cash to cover the expense of entering the US market. Accordingly, we have put the company into liquidation, although a related company will continue to offer customer support to the installed base.

04/04 to Present      *Biomatters Ltd, Auckland, NZ*      [www.biomatters.com](http://www.biomatters.com)

This company works in the field of bio-informatics, which promises significant breakthroughs in personalised medicine. They were the first company to receive funding from the IceAngels, an angel investor network associated with the Auckland University incubator, the IceHouse. Scott was the lead investor for the group, structuring the deal with the Biomatters CEO.

### Corporate Experience:

8/89 to 4/01      *Intel Corporation, US and NZ*

Scott spent almost 12 years at Intel, with 8 years in various product/channel/sales management roles in the US, and almost 4 years as General Manager for Intel NZ. This gave him a broad experience in product management, product marketing, channel development, channel management, market development, sales management and general management. He also drove the investment by Intel into 2 software companies in NZ.

8/83 to 10/88      *NCR Corporation, Portland, Oregon*

He served in various sales and sales management roles, covering PCs, office automation systems and UNIX computers.

5/79 to 6/82      *Burroughs Ltd, Christchurch, NZ*

The role here was a sales role, learning about the functioning of business and computers.

**ICT Industry Activities:**

7/06 to Present:      *IceAngels Advisory Board*      [www.iceangels.co.nz](http://www.iceangels.co.nz)

Scott was appointed to the Advisory Board for this angel investor group, after being a member since its formation in late 2003. The aim is to fill the funding gap between the 3 Fs (family, friends, and fools) and the professional VCs, by bringing *smart* money to promising young tech companies.

3/03 to Present      *NZTE Beachheads Advisory Board*      [www.nzte.govt.nz/beachheads](http://www.nzte.govt.nz/beachheads)

NZTE recruited industry veterans to assist in the selection and advisory process for exporters seeking assistance to penetrate the global market.

11/01 to Present      *Business in the Community*      [www.businessmentor.org.nz](http://www.businessmentor.org.nz)

Scott has been a mentor for the BITC program, providing guidance and advice to companies requesting assistance through Enterprise North Shore.

**"Social Entrepreneur" Activities:**

3/02 to Present      *"I Have a Dream" Charitable Trust*      [www.ihaveadream.org.nz](http://www.ihaveadream.org.nz)

The "I Have a Dream"® Programme originated in the US over 25 years ago, to help children from low-income areas reach their education and career goals by providing a long-term programme of mentoring, tutoring, and enrichment, with an assured opportunity for higher education. Scott brought this program to NZ after learning about it while living in the US. Six months of investigation in 2002 resulted in the selection of the Year 4 class from Wesley Primary School, a Decile 1 school in Mt Roskill, starting with the new school year in January 2003. They will work with this specific group of 53 children to encourage them to stay in - and succeed at - school, right through to 2012, when they will graduate from Year 13. At that point, the Trust will pay for their university course fees to attend any NZQA approved tertiary institution.

**Education:**

1987 to 1989      Oregon Executive MBA, Portland, Oregon      Valedictorian, 4.0 GPA

1976 to 1978      Bachelor of Commerce, Otago University      Double Major in  
Management and Marketing

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