

Curriculum Vitae – Alex Bligh

Personal Details

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Recent Career Details

Sep 2000 – Present Day **CEO** **Silverscale Associates Ltd**

Alex is CEO and controlling shareholder of Silverscale Associates Ltd, a company providing consultancy advice mainly to technology companies and investors. The Company's assignments have ranged from due diligence reports and strategic technology advice for a technology investor, through white-paper preparation for an open-source vendor, through preparation of expert witness statements and analysis for a law firm on a dispute between internet companies, through statistical business modelling for a technology company, to providing development and planning strategy advice for a large mixed-use scheme owned by one of Europe's largest pension funds. Alex brings to bear an unusual combination of skills: he has a deep knowledge of technology (from graphics hardware to early Linux kernel contributions, from low-level networking knowledge to Java based billing systems, from cloud orchestration to graphics design applications) paired with seasoned commercial and financial experience, having run or helped to run several business inside and outside the technology sector. Alex also has significant practical legal experience, having gained a law degree and post graduate diploma in legal practice he has effectively acted as in-house counsel to several of the companies he has worked with. He has negotiated, structured or run well over twenty corporate transactions (acquisitions, disposals and investment rounds), and been involved with many more. Alex also has significant experience as a non-executive director from start-ups to the board of a main market LSE quoted company.

Dec 2009 – June 2016 **CEO, then COO & CTO** **Flexiant Ltd**

Flexiant Ltd, a software house producing cloud orchestration software, was a spin-out from XCalibre Communications Ltd, a company of which Alex was a non-executive director. Alex co-founded Flexiant, together with XCalibre's owner, and joined as its CEO. Alex guided the company from having no product and no revenues through four successful angel fundraising rounds, and refocused the company from services to software development. In January 2012, Alex and his cofounder brought in a new CEO and Chairman to focus more on market positioning and sales growth; at this point, Alex became COO and CTO. Alex's primary responsibility thereafter was for product development, and in particular the architecture and design of Flexiant's software (taking advantage of his deep knowledge and love of technology), placing it in a business context, and building, growing and running the teams that coded and maintained it. Over the period Flexiant raised over £16m in funding.

Nov 2005 – Sep 2009 **Director & Co-owner** **Eelbrook Ltd**

Alex was a director and co-owner of Eelbrook Ltd, a company formed to take advantage of development opportunities in small companies with unusual shareholder situations or requiring restructuring. Eelbrook's investments included underwriting a rights issue in and taking control of a private company with several million pounds in property assets, and working to reduce its over 3,000 shareholders to more manageable levels. Alex had responsibility for the financial and legal aspects of the business, including structuring investments, bank debt and exits.

Oct 2003 – Apr 2008 **Managing Partner** **Enovi LLP**

Enovi LLP was formed to start, develop and grow technology companies by providing them with funding, intellectual property and management expertise. Aside from joint responsibility for the business as a whole, Alex had particular responsibility for corporate transactions, technology and legal issues. In September 2005, Enovi LLP successfully and profitably disposed of its investment in Mailbox Internet Ltd, an internet service provider serving the business market. Enovi's other investments included Topology UK Ltd, a value added reseller of computer and network services to the creative sector (disposed of in March 2006), and Confonia Ltd, a telecoms company providing conferencing and voice-over-IP services (disposed of in December 2005).

Jan 2005 – Apr 2005

**Interim Chairman, Co-founder, Non-Executive Director
Nominet UK Ltd**

Nominet UK, a non-profit redistributing company, is the UK internet naming authority, administering all domain names ending in '.uk'. Alex served as part-time Interim Chairman, and as a non-executive director from Nominet's formation in May 1996 until May 2007. Alex developed the original financial principles, and helped to form the original company. Alex chaired the Remuneration Committee for several years, and served on the Audit Committee and the Policy Advisory Board. In its FYE September 2007, Nominet turned over £15m with net assets of £15m, and has been profitable since inception.

Apr 1997 – Apr 2003

**Chief Technology Officer
GX Networks, XO Communications Europe, Concentric Network
Corporation, Internet Technology Group plc**

Alex served as Chief Technology Officer for a number of companies that underwent serial acquisition. His main responsibility was for the group's technology strategy, design, and architecture within Europe. His direct and indirect reports varied in number over the time from around 15 to nearly 100. During the period, Alex was a key member of the team that readied the AIM quoted ITG plc for sale, preparing much of the Information Memorandum, and participating in subsequent presentations to potential acquirers that ultimately resulted in a \$300m sale to Concentric. Subsequently, Alex spent several months in the USA, managing the design, deployment, and operation of a global IP core backbone, and later helped to develop the business plan for XO's rollout of a European telecommunications service entailing a \$350m capital expenditure programme.

Aug 1995 – Apr 1997

**Managing & Technical Director
Xara Networks Ltd**

Alex founded one of the UK's first business-to-business Internet Service Providers in 1995, in which he held the roles of Managing and Technical Director. He ran the company until its sale to Internet Technology Group in 1997.

Non-Executive Directorships

XCalibre Communications

July 2006 – December 2009

XCalibre Communications is a rapidly growing company developing virtualisation technology. Alex was asked to join the board by its owner managers, and helped the company to achieve 60% growth in 2 years. Ultimately, Alex structured and executed a spin-out of the cloud technology business and a sale of the remainder of the business to Webfusion.

Nominet UK

May 1996 – May 2007

See above, under Recent Career Details.

XchangePoint

August 2000 – June 2003

Alex was appointed by one of the original financial investors to the board of XchangePoint, a telecoms company providing next generation interconnect services. Alex helped take the company through a successful first round of financing, and recruit a senior management team.

Redbus Interhouse

August 1998 – June 2002

Alex helped guide Redbus Interhouse, an internet colocation company, through a reverse take-over to achieve a listing, and a subsequent fund raising. On his resignation, the company had a turnover exceeding £10m.

London Internet Exchange (LINX)

January 1998 – August 2000

Alex served as a non-executive director of LINX, one of the first European facilities allowing internet carriers to exchange data, and a trade-association for UK ISPs.

Education

Queens' College Cambridge
Open University
College of Law

BA Mathematics and Management Studies.
LLB Law.
Postgraduate Diploma in Legal Practice.

Non-career Interests

Fine wine, gastronomy, satire, technology, open source software, and political autobiography.

References

By request.