

Curriculum Vitae – Alex Bligh

Personal Details

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Date of Birth: [Removed for security] 1971

Sex: Male

Marital status: [Removed for security]
[Removed for security]

Education

2003 – 2005: LLB Law
(Part time, not yet complete)

The Open University
Walton Hall
Milton Keynes
MK7 6AA

1990 – 1993: BA Mathematics
& Management studies (II/I)

Queens' College
Cambridge
CB3 9ET
UK

1984 – 1989: 6 A levels, 2 STEP, 1 S level
14 O/AO levels

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UK

Career Summary

October 2003 – Present Day
Managing Partner
Enovi LLP

September 2000 – Present Day
Director
Silverscale Associates Ltd

January 2005 – April 2005
Interim Chairman
Nominet UK

February 2002 – February 2003
Chief Technology Officer
GX Networks Ltd

September 2000 – February 2002
Chief Technology Officer
XO Communications Europe

January 2000 – September 2000
Vice President, Core Network
Concentric Network Corporation

April 1997 – January 2000
Technical Director /
Chief Technical Officer
Internet Technology Group PLC

August 1995 – April 1997
Managing & Technical Director
Xara Networks Ltd

October 1993 – August 1995
Product Manager
Xara Ltd

July 1990 - August 1995
Software Engineer
Computer Concepts Ltd

Non-career Interests

Fine wine, gastronomy, satire, conversation,
my family, law

Recent Career Details

October 2003 – Present Day ***Managing Partner***
Enovi LLP

Alex is a managing partner in Enovi LLP, a partnership formed to found, develop and grow technology companies (normally wholly owned), by providing them with funding, intellectual property, management expertise, and other services. Enovi's current subsidiaries include Mailbox Internet Ltd, a internet service provider serving the business market, and Confonia Ltd, a telecoms company providing conferencing and voice-over-IP services. Enovi also provides strategic advice to unaffiliated companies.

As Managing Partner, Alex has joint responsibility for all investments. Alex also has responsibility for business planning, transactions, technology and legal issues.

September 2000 – Present Day ***Director***
Silverscale Associates Ltd

Alex is currently a director and controlling shareholder of Silverscale Associates Ltd, a company providing consultancy advice, mainly to technology companies and potential investors. Alex is also himself an active investor.

The Company's recent assignments have ranged from investment transaction structuring and valuation advice to a technology investor, through preparation of expert witness statements and analysis for a law firm, to statistical business modelling and management consultancy for a technology company.

January 2005 – April 2005 ***Interim Chairman, Co-founder, Advisory Board Member***
Nominet UK Ltd

Alex served as part-time Interim Chairman for Nominet UK, a non-profit redistributing company limited by guarantee, which is the UK Internet naming authority, administering all domain names ending in '.uk'. In its last filed accounts, Nominet turned over £9.2m with net assets of £5.5m, and has been profitable since inception. Prior to his appointment as Chairman, Alex served as a non-executive director since Nominet's formation in May 1996. He played a large part in forming the original company, in the financial modelling mechanisms and the determination of charges, and in the legal structure and contracts. Nominet has since become an internationally respected model for other country-code domain registrars. Alex reverted to his prior status as non-executive director in April 2005 following the appointment of a permanent chairman. Alex continues to chair the Remuneration Committee, and sits on the Audit Committee and the Policy Advisory Board.

February 2002 – April 2003 ***Chief Technology Officer***
GX Networks

As Chief Technology Officer at GX Networks, Alex had overall responsibility for all technology strategy, design, and architecture within Europe, and reports to the CEO, as well as a key role working with the Chairman at looking at future strategic options for the business. At Alex's request, this was a three day a week role, allowing Alex to pursue other interests simultaneously.

GX Networks is an Internet Service Provider focussed on the SME market, which was previously the European arm of XO Communications, from whom it was purchased by private equity investors in February 2002. Following this, Alex played a key role in structuring and negotiating the divestment of the consumer business in March 2002, as well as the consequent business restructure, and migration of technical platforms. Alex then formed part of the team that negotiated the successful disposal of the remainder business to Zipcom PLC in October 2002, yielding a substantial profit for the investors. Alex left following an integration of the businesses.

***September 2000 – February 2002 Chief Technology Officer
XO Communications Europe***

As Chief Technology Officer at XO Communications Europe, Alex had overall responsibility for all technology strategy, design, and architecture within Europe. Alex reported to the European CEO, and the US CTO.

XO Communications is a NASDAQ quoted provider of broadband communications services offering a complete set of services, including local and long distance voice, Internet access, Virtual Private Networking (VPN), Ethernet, Wavelength, Web Hosting and Integrated voice and data services. XO offers facilities-based services in 62 markets throughout the United States, and is one of North America's largest holders of fixed broadband wireless spectrum.

During 2000, XO planned a European rollout of a facilities based integrated telecommunications provider, with a data-first focus. The business plan, developed by a small European team including Alex, included a \$350m capital programme, which included purchase of two 24 strand longhaul fiber rings across Europe, and deployment of metropolitan fiber in nine cities. Alex was responsible for generating and managing a substantial proportion of the resultant capital budget, including selection and procurement of all technology hardware. Alex has had between 15 and 50 staff reporting directly to him at various times during this role. At Alex's request, this was a three day a week role, allowing Alex to pursue other interests simultaneously.

In April 2001, due to funding constraints, XO withdrew itself from facilities based operations in Europe, selling the network back to Level 3. Subsequently, Alex was focussed on cost management activities, and looking at strategic options for the remainder of the European business, which culminated in a successful divestment of the European business in February 2002, to form GX Networks Ltd.

***January 2000 – September 2000 Vice President, Core Network
Concentric Network Corporation***

As Vice President of Core Network at Concentric Network Corporation Inc., Alex was responsible for design, deployment, and operation of the global core IP backbone infrastructure. Alex reported to the Senior Vice President of Network Engineering and Operations.

Concentric Network Corporation was a NASDAQ quoted Internet Service Provider, based in San Jose, California, which provided Internet business solutions for small- and medium-sized enterprises, including DSL access, Web hosting and e-commerce. The company also offered data centre services, virtual private networks, dedicated access, and application infrastructure services for delivering applications over the Internet or a VPN.

Alex worked much of the year from San Jose, his main task being a complete redesign, and replacement of Concentric's US IP backbone. This exercise involved design and procurement of capacity, facilities, and network equipment, substantial project management, and changes in organisation structure and responsibilities for those designing and operating the network. The exercise was complicated by the acquisition of Concentric during the project, which led to some changes of direction and distraction, which had to be managed to impact minimally the delivery of the network as a whole. Alex had a small team of about 15 reporting to him directly, though the project directly involved over 70 employees. The deployment was successful.

Concentric was acquired by Nextlink Inc in a \$2.2bn deal announced in January 2000, which finally closed in May 2000, the combined entity later being renamed XO Communications.

April 1997 – January 2000

*Technical Director / Chief Technical Officer
Internet Technology Group PLC*

As Technical Director, then Chief Technical Officer, of Internet Technology Group PLC (ITG), Alex had responsibility for all technical infrastructure, budget, staff and planning. Alex reported to the Managing Director. ITG was a company quoted on the London Stock Exchange that operated two internet service providers, Global Internet Ltd and GX Networks Ltd.

Alex formed part of a management team whose key goal was to generate shareholder return, not only by growing revenue, but also by moving from a predominantly consumer base to a business customer base. This involved guiding the company not only through organisational growth, but also through change in products, procedures, and focus. Alex developed and managed annual budgets, and was responsible for all technical aspects, including Operations and Development. His team of 15 people grew at one point to nearly 100.

Alex was a key member of the team that prepared ITG for sale, preparing much of the Information Memorandum, and subsequent acquirer presentations. This ultimately resulted in a \$300m sale to Concentric.

August 1995 – April 1997

*Managing & Technical Director
Xara Networks Ltd*

Alex founded Xara Networks Ltd in 1995, and held the roles of Managing and Technical Director, reporting to the Board. Xara Networks was one of the first UK ISPs. Xara Networks was focussed entirely on the business community, which at the time were underserved.

Alex had overall responsibility for both the strategic vision, and the day to day running of the company. Alex created the business plan, and built up the company and team, selected suppliers, developed supplier and customer contracts, and designed the network. Alex's role included close control of financial and product costing and marketing issues.

Alex led the preparation of the business for acquisition. In April 1997 Xara Networks was acquired by April 1997 by ITG, yielding a large return for investors.

October 1993 – August 1995

*Product Manager
Xara Ltd*

As a Product Manager at Xara Ltd, Alex took shared responsibility for conception, design, implementation and release of a software project involving a team of up to 20 programmers and over 100 man years of development effort; Alex reported to the Managing Director. His responsibilities were varied, and ranging from scheduling and project management, through architectural design and systems documentation, to performance optimisation and direct involvement in some of the harder areas of coding. The main software product, was ultimately licensed to Corel (as Corel Xara), in a deal worth several million pounds.

Directorships & Consultancies

May 1996 – present day

*Non-Executive Director, co-founder, Advisory Board Member
Nominet UK Ltd*

See above, under Recent Career Details.

***August 2003 – present day Non-Executive Chairman, co-founder
Confonia Ltd***

Alex is chairman and a founding non-executive director of Confonia Ltd, a provider of telephone conferencing, voice-over-IP, and integrated messaging services. Confonia's current product set allows users to make ad-hoc conference calls through a web based user interface, and collaborate by sharing documents using their web browsers. The company's extensive use of research and development has provided innovative systems on which it is basing future product. Alex is a significant investor, and took an active role in the development of the original business plan.

***August 2000 – June 2003 Non-Executive Director, co-founder
XchangePoint Holdings Ltd***

Alex is a founding non-executive director of XchangePoint Holdings Ltd, a provider of next generation interconnect services. Alex was appointed to the board by one of the original financial investors. Alex helped take the company through a successful first round of financing, and recruit a senior management team. XchangePoint planned a turnover of between £0.5m and £1m in the year of his resignation.

***May 2002 Non-Executive Director, co-founder, co-investor
Organic Names Ltd***

Alex was a founding non-executive director and co-owner of Organic Names Ltd, a company set up to bid, albeit ultimately unsuccessfully, to ICANN for the registry operations of Verisign Inc associated with the '.org' top-level domain name. Alex, was responsible for the business planning, and together with his business partner, formulated the bid strategy, and submission documents.

***August 1998 – June 2002 Non-Executive Director, co-founder
Redbus Interhouse PLC, Redbus Interhouse Ltd***

Alex served a non-executive director of Redbus Interhouse PLC, an internet colocation company publicly quoted on the LSE. Alex co-founded the original company, and helped guide it first through a reverse take-over to achieve a listing, and a subsequent fund raising. Alex chaired the remuneration committee. On Alex's resignation, the company had an annualised turnover of over £10m.

***January 1998 – August 2000 Non-Executive Director
London Internet Exchange (LINX)***

Alex served as a non-executive director of the London Internet Exchange, one of the first European facilities allowing internet carriers to exchange data, and also acted as a trade-association for UK ISPs. On Alex's resignation, LINX turned over approximately £3m per annum.

Consultancies & Other Activities

Alex has provided technical and strategy advice to a number of other companies, through his consultancy company Silverscale Associates Ltd. Alex served on the board of advisers of Remarq Communities Inc prior to its acquisition by Critical Path Inc, and on several other industry bodies.

References

By request.