

# Highlands & Islands Enterprise and The Institute of Directors

Virtual Conference 18<sup>th</sup> June 2008

## Speaker Profiles

### Raymond o'Hare



Raymond is currently Director for Microsoft in Scotland. He is an experienced leader and business manager with over 28 years business, sales and management experience across a range of industries, including: Finance, Public Sector, Utilities, Aerospace and Manufacturing. In his various roles within the IT industry he has dealt extensively with Enterprise, Mid Market and Public Sector customers as well as with a wide range of Global, UK and local Scottish based Partners.

Raymond O'Hare is committed to ensuring Microsoft takes a positive and active approach to citizenship in Scotland, both within the IT Community and even more importantly, in the wider Business and Cultural communities of Scotland. Raymond and the Microsoft team in Scotland are actively contributing to these communities, either through technology and software investment, influence, support or through Microsoft's Employee Volunteering Program which he has launched in Scotland last year. In 2008 Raymond was appointed Chairman for IoD Scotland, and is an active Board Member of ScotlandIS, Glasgow University and SCDI.

Out of work, Raymond's passion is his rock guitar, which he plays whenever possible in his spare time. Raymond has been married for 27 years and has 2 children.

## Andrew Lloyd



Andrew is Chief Executive Officer of PrismTech International Ltd, a Dunfermline based software company which operates throughout Europe and North America.

Andrew's 22 year career has been characterised by rapid progression and considerable commercial success. Andrew's success has been in software business & sales leadership roles in both Europe and North America.

Andrew is a strategic thinker, adept at developing innovative business through the creation of value propositions that exploit emerging IT solutions. Andrew's roles have required frequent worldwide travel, (virtual) team working and an ability to secure business and enhance relations within many industries, countries & cultures. Andrew prides himself in having a high degree of personal and professional integrity and always seeks to earn the respect of his shareholders, customers, business partners and co-workers.

Andrew's career experiences span the challenges created by working for both the small company and high-growth giant, cover knowledge of many different industries and are highlighted by demonstrable success in executive management, sales, consulting, business development & product development leadership roles.

Andrew is an active member of *globalscot*, a Scottish Government & Scottish Enterprise network of globally experienced business professionals with a keen interest in fostering Scotland's economic health & success on the global business stage. Andrew has been particularly active with Scottish Enterprise's High Growth Start-Up Unit.

Andrew is also a Non-Executive Director at NetIDme. Established in 2004, NetIDme provides trusted age & identity verification solutions with a specific focus on young Internet users.

Andrew was recently appointed to Heriot-Watt University's Campaign Council.