



## Patrick R. Andrews

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pra@patrickandrews.com  
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### Key Skills

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- Successful international research commercialisation experience (founded 3 start-ups)
- A track record in interdisciplinary, high-technology project management (20+ yrs)
- Expertise in IP licensing, Angel investment, robotic vision, engineering simulation, invention

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### Experience

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#### **Business Development Manager, University of Strathclyde, Glasgow** Jun 2007 - Present

I'm responsible for business development on behalf of the Engineering Faculty (Scotland's largest). In the last 12 months, I have generated proposals and business plans valued at over £20M (including that of the £2.7M RCUK Science Bridges project with Stanford and Caltech [www.su2p.com](http://www.su2p.com)). I also run entrepreneurship workshops for Glasgow and St Andrews Universities and the Scottish research pools: [www.scotskills.com](http://www.scotskills.com).

#### **Managing Director, break-step productions ltd, Cambridge and Glasgow** Nov 2001 - Present

My recent work at break-step has involved project managing the development of novel software which enables machines to identify signs within real visual scenes (customers include Honda Research and MIT). This technology won a SMART Award and has now been licensed for resale by our North American partners, Compusult Ltd. See [www.break-step.com](http://www.break-step.com), [www.scenereader.com](http://www.scenereader.com)

#### **Web Architect, Green Cathedral Ltd, Cambridge** 2000 - 2001

As the company's Web Architect, I was responsible for undertaking specification, design, project management and account management for several commercial websites e.g. [www.greeneking.co.uk](http://www.greeneking.co.uk) and [www.thomaspink.co.uk](http://www.thomaspink.co.uk).

#### **Director, BioLogiCo Ltd, Cambridge** 1999 - 2000

My work as a Director of BioLogiCo involved the establishment and management of a new business focussed on the creative application of developments in neural computing.

#### **Business Development Consultant, Scientific Generics Ltd, Cambridge** 1999 - 2000

I was employed, part-time, by Generics (now Sagentia), working on business development for consultancy services in advanced machine vision.

#### **Senior Research Fellow, De Montfort University, Leicester** 1994 - 2000

I helped found the Imaging Research Centre, a university spinout created to commercialise the skills and IP of a team of engineering product designers and researchers.

#### **Director, Adaptive Research, Alabama** 1990 - 1994

I was appointed director in sole charge of the planning and successful start-up phase of the European division of this US-based software house. I negotiated the smooth takeover of this business.

#### **Senior Engineer, PA Consulting, Cambridge Laboratory** 1987 - 1990

Consultant responsible for selling, managing and operating projects of strategic significance on behalf of an international portfolio of client companies.

#### **Postdoctoral Researcher, DAMTP, Cambridge University** 1986 - 1987

I was a Postdoc and Demonstrator in Fluid Dynamics.

#### **Consultant, Development Engineering Ltd (SKF), Aberdeen** 1985 - 1986

Consultant responsible for selling and operating projects for most of the major offshore companies.



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### Education

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**St John's College, University of Cambridge** (1997 - 1999): **M.Sc. in Neurophysiology**. I won a Kenneth Craik Research Award from St John's College to help fund this work: supervised by Professor FW Campbell, FRS

**Heriot Watt University, Edinburgh** (1982 - 1985) : **Ph.D. In Engineering**

**Imperial College, London** (1979 – 1982): **B.Sc. (Eng.) in Engineering**, 2nd Class Honours, A.C.G.I.

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### Publications and Projects

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Details are available of 20+ commercial projects which I've managed for clients (including MGM, the BBC, the MoD, the US DoD, Philips Electronics, PA Consulting, Douwe Egberts, Shell and BP). I have also written 20 publications in refereed journals, together with a book on image analysis and 2 online columns on project management (for [www.builder.com](http://www.builder.com) and [www.developer.com](http://www.developer.com) ). I currently co-write a column with Mark Sheahan, president of the Institute of Patentees, for the IET's E&T magazine entitled "Inventors' Inbox".

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### Personal

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I am married with three daughters. My interests include learning to fly, playing the trumpet and running (at the back) with the Strathearn Harriers. My blog is entitled Invention of the Day <http://iotd.patrickandrews.com>

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### Testimonials

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*"Patrick is a popular Supervisor of Part II Neurobiology Tripos research projects and has been asked to supervise Engineering at College level...I would rank him equal in ability to the best of my 20 research students at Glasgow, Oxford and Cambridge Universities...I would therefore recommend strongly that he be considered as an excellent candidate for any post which requires scientific creativity and clarity of thought."*

**Professor FW Campbell, FRS, University of Cambridge**

*"Dr Andrews carried out his tasks with energy and imagination. (He) distinguished himself by working tirelessly and aggressively to generate significant new business potential...I would definitely recommend Dr Andrews for employment in any capacity where intelligence, enthusiasm and professionalism were required."*

**Michael A Spalding, President, Adaptive Research, Inc.**

*"Patrick was committed to Green Cathedral, frequently working long hours and proactively generating ideas for new business opportunities and improved business performance....We recommend him for positions of significant business responsibility."*

**The Board of Directors, Green Cathedral, PLC**

*"...My colleagues and I found Patrick to be dedicated, business-focussed and innovative; suggesting and implementing leading-edge and profit-generating solutions. Patrick became an extended member of the marketing team whilst he worked with us on this project and as such added tremendous value. I would certainly recommend Patrick for future roles."*

**Kay Dain, (ex)Marketing Director, Greene King**

*"...(Patrick's) outstanding customer service is individual and proactive, and Icodeon appreciated the innovative approach to business development."*

**Warwick Bailey, Managing Director, Icodeon Software**