

# Expert Evidence

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## Mr STEPHEN TAYLOR

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[stephen.taylor@expert-evidence.com](mailto:stephen.taylor@expert-evidence.com) (Email)

High calibre, senior IT executive, with extensive expertise in conceiving, selling, delivering and supporting complex software solutions and digital transformation projects.

30 years' Board room experience in software firms supplying financial trading and investment management systems to regulated firms in the City of London and international markets, Europe, US, Asia & Japan.

Wide-ranging competence conversing with "C-level" executives and senior management, together with oversight of in-house development and support resources.

Hands-on experience of setting up and operating a profitable business on a "software as a service" (SaaS) model, using a secure private cloud.

Early adopter of SCRUM development techniques as a "managed service provider" from an in-house data centre.

Full time shareholder-director of MBA Systems, who negotiated its sale to Crealogix AG, a Swiss Plc, & world-leading developer of digital front-end solutions.

Quality track record of delivering complex, innovative solutions on time and to budget.

### Employment history

August 2017 - Present	Ex-Div Ltd.	Principal
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Retained by US fintech to provide service in the distribution, licensing and deployment of software to the European investment banking and alternative asset management sector (hedge funds).





Engaged by UK wealth manager in the provision of post trade services (clearing, settlement & custody), to regulated firms in the broking and financial intermediaries' segments.

Undertaken various assignments providing advice to investment firms in the digital and core banking systems markets.

Worked on and commissioned several software package selection projects for banking software with new "challenger" bank and other securities firms.

Retained as an expert witness through Expert Evidence International Limited by a Singaporean law firm, to provide technical assessment and advice on market surveillance software.

Mar 1999 - July 2017	<b>MBA Systems Ltd. (Crealogix UK Ltd)</b>	Shareholder/Director
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Helped transform a loss-making systems house into a profitable managed application provider delivering applications on a "software as a service" (SaaS) basis, a decade before the term was coined.

Director responsible for digital transformation project Tilney Investment Management (now £45bn wealth manager).

Initiated, designed and delivered digital solutions & native apps for UK wealth and investment managers, such as JM Finn, Killik & Co.

Delivered innovative trading solutions as early as 2000, such as retail internet dealing, to banks such as Nat West Stockbrokers and Santander Bank.

Persistent investment in cyber security resources and techniques enabled the firm to be approved by some of the largest financial institutions in the world, including JP Morgan, Commerzbank & Deutsche Bank.

Personally established an institutional business, with senior management responsibility for investment banks and brokers such as Barclays, Citi, Credit Suisse, ICAP & Morgan Stanley.

Achieved Crealogix's first integrated digital banking/broking system sale to MeDirect Bank (shareholder AnaCap).

Attained high levels of recurring revenue in the business, together with positive cash flow for 11 consecutive years.

Created and mentored a team of high quality technical, commercial and support personnel.



1992 – 1999	<b>Milvus Software Ltd</b>	Commercial Director
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Overhauled an unprofitable software company over a period of 7 years.

Achieved sales of multi-currency investment management systems to banks such as: Abbey National, Bank of England, Barclays, Bank of Bermuda, Kleinwort Benson, Lloyds, Royal Bank of Canada & Schrodgers.

Managed a customer service department providing software support to financial institutions across 6 time zones.

1987 - 1992	<b>Bishopsgate Systems</b>	Sales & Marketing Director
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Procured sales and assisted delivering real time trading and data dissemination systems to organisations such as: Baring Securities, BZW, Banque Indosuez Tokyo, Prudential Portfolio Managers and the William Hill Organisation.

### Personal Details

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Nationality	British (Full passport)
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Skype	Stephen.taylor5267
Languages	Conversational French Basic Japanese (moribund!)
Computing	8086 assembler Microsoft Office literate
References	On request

### Education & training

B.Sc. (Hons) Economics	Aston University
Effective Communication	Dale Carnegie
Joining the Board	Surrey C.C.
Introduction to Japanese	College of F.E.
Senior Management Skills	BIM
The Japanese Opportunity	KPMG



Finance for the non-financial manager	BIM
Introduction to Derivatives	Financial Training Co.
Strategy for Directors	Ashridge Management Centre

**Professional Membership**

Member	Securities Industry Management Association
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