

## Richard M Marshall

Date of birth: 10 October 1961  
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Nationality: Dual British/French – full EU mobility and right to work  
Languages: Native English and fluent French

### Digital innovation, creativity, strategic thinking, and expert witness impact

I have experience across a wide range of software industry skills, from coding to corporate governance and strategy. This includes all phases of product development from initial concept through implementation and on to sales, product management and marketing. I am an inventor of software technology, and have lectured, written papers, articles and reports for many years. I have held a variety of leadership roles including VP, CTO, CMO, and CEO. I am also a successful expert witness in technical litigations, helping win over \$2bn in compensation for clients.

### Employment

- August 2021-present **The Skills Connection**  
**Senior Analyst** optimizing vendor communications with the analyst community, developing marketing plans, due diligence and other services to the technology industry.
- May 2020-present **Parkour UK**  
**Elected Director** on the board of the UK's national governing body for Parkour, advising on digital strategy as well as representing Scottish members.
- November 2019-December 2021 **The Analyst Syndicate**  
A **Contributing Technology Analyst** member of The Analyst Syndicate, a collective of senior independent industry analysts.
- March 2021-present **MangoGTM\_**  
Ensuring that the vendors in the MangoGTM\_ Marketplace Service Catalogue clearly articulate how they drive business outcomes for their customers.
- May 2019-present **Edinburgh Science Festival**  
Board member of the world's first public celebration of science and technology, still one of the largest science festivals in Europe.
- September 2018-present **Concept Gap**  
**Founder** and **Principal** of this technology, strategy, and expert witness consultancy, supporting a variety of clients including Adobe, Alizeti Capital, Alpha Software, Appian, Aurachain, Burness Paull, Capita, Intuitus Advisory, ISG, Mentor Group, PBWT, Openstream Progamma, Rentokil, ScotlandIS, Spirable, Splunk, Taranta Group, Todd & Weld, WJM, DAC Beachcroft, FCDO, NCRCG, and the Scottish Government.
- November 2017-August 2018 **Chelsea Apps Factory**  
Interim role as **CTO** and **Digital Director**, setting the strategy for this digital consultancy, working with a variety of clients on digital initiatives as well as setting the AI strategy.
- July 2017-November 2017 **Kaazing**  
Interim **CMO** responsible for all aspects of marketing and go-to-market, product definition and messaging for Kaazing as it transitions to being a digital transformation provider using event-driven, real-time software technology.

October 2012-July 2017

### **Gartner**

**Managing Vice President** from January 2016 onwards, forming and leading the App Design & Development team in the Applications Group. My global team of 8 covered technologies that are disrupting the way software is created, including mobile app development, tools, strategies, user experience, digital transformation, chatbots, open source software, languages and blockchain.

**Research Director** on the Mobile and Client Computing team, covering Enterprise Mobility, mobile apps and development platforms, bound together by mobile strategy and architecture.

I won the **Thought Leadership 2015 Award** for my work in identifying and defining the Rapid Mobile App Development (RMAD) Market, as well as the **Inquiry Excellence Award 2015** for outstanding customer delivery. My inquiry rating was 4.9/5 and presentation score 4.5/5.

December 2011-May 2012

### **Upstream Systems**

As contract **VP of Technology and Engineering** I was responsible for software strategy, carrier-grade software development, quality assurance, delivery, and support as well as the high-availability infrastructure, delivered by a team of 47.

March 2011-November 2011

### **Reed Exhibitions Ltd**

Contract role as **Global Product Manager** for Reed Exhibition's mobile platform, delivering mobile apps to support several hundred tradeshow and conferences in thirty countries round the world. I defined the mobile strategy, created the product definition, identified potential vendors, and ensured buy-in for the vendor selection amongst our diverse business units.

February 2004-December 2010

### **Rapid Mobile Media Ltd**

**Founder, CTO** and interim **CEO** of this company creating innovative mobile solutions and technology. I created the initial versions of our ThinkPhone and Ad360 products and defined Ad2Txt. As well as providing technical vision and strategy for the company, I maintained hands-on practical experience of mobile development. Raised a total of £3.5m funds from Pentech, ATEP, NEA and Scottish Venture Fund. Filed six patents for advertising and mobile app technologies.

2000-2004

### **Prosumer Solutions Ltd.**

**Founder** and **CTO** for a startup building software that enabled the rapid creation of complex interactive web apps. I raised business angel funding and defined product architecture.

1998-2000

### **Rapid Software Engineering Ltd.**

**Founder** and **CEO**. A boutique developing enterprise requirements management tools.

1993-1998

### **Quality Systems & Software Ltd, now part of IBM.**

As a **founder** and **Director of Software Engineering** I created the Windows version of DOORS which was acquired by IBM and is still the world's leading requirements management tool.

1990-1993 **Digital Equipment Corporation**

Member of OpenVMS Engineering, working on the high-availability operating system.

1989-1990 **NSL S.A.**

Software engineering role as well as developing and presenting seminars and training courses.

1986-1989 **European Silicon Structures Ltd.**

Software engineering and team management on various CAD tool projects.

## **Speaking and Writing**

I am a top-rated speaker at a wide range of events. While at Gartner I spoke at major events around the world and regularly appeared in local briefings. I have a substantial research and thought leadership writing portfolio. I also write light fiction; check out my Amazon [author page](#) for details.

## **Education**

1983-1986 PhD in Computer Science, University of Edinburgh

1979-1983 BSC Hons Computer Science, First Class, University of Edinburgh