

Lloyd Borrett

Contact Details

Residential address:

35 Courtenay Avenue
Cranbourne North VIC 3977

Telephone: (03) 5996 0033

Mobile: 0418 170 044

Facsimile: (03) 5904 9005

Email: lloyd@borrett.id.au

Web site: www.borrett.id.au

Objective

To find a challenging and rewarding position where I can make valuable contributions to the growth, strategy formulation and business direction of an organisation. Then as a hands-on change agent, use my management, marketing, communications, sales, information technology and business skills to enable the organisation to effect the chosen growth strategies and plans.

Career Summary

A versatile, results-orientated, hands-on executive who has succeeded for more than twenty-five years in a variety of progressively responsible and challenging assignments in the information and high technology sectors.

Has demonstrated sound business judgement, decisiveness and well developed planning, analytical and communication skills at a consistently high level of performance.

Particular expertise in general management, marketing, communications, business development, IT management, culture management, recruitment, relationship management and customer service.

Employment Summary

Chaordent

- Founder Dec-05 – Present

ITR Group (Infopeople & The Peer Partnership)

- GM, Business Innovation Feb-05 – Nov-05

Monash.NET (now Readify)

- Communications Manager May-03 – Oct-03

Oakton Ltd

- National Marketing Manager Mar-00 – Mar-03
- IT Manager Jun-01 – Mar-03

Expert Software Services (now Infosys)

- General Manager Jul-98 – Feb-00
- Marketing Manager Apr-96 – Jun-98

Expert People

- Director Dec-98 – Feb-00

Protech Australia

- National Marketing Manager Jul-95 – Mar-96
- Marketing Manager Victoria Apr-94 – Jun-95

Australian Surveying and Land Information Group

- Product Sales Manager Jun-91 – Feb-94

MicroHelp Computers & Communications

- National Marketing Manager Jun-88 – Apr-91

Univex Corporation

- General Manager Aug-87 – May-88

Repeco (Australia) Pty Ltd

- General Manager Business Development May-87 – Aug-87

HiSoft Computers

- National Product & Marketing Manager Mar-86 – May-87
- National Manager Technical & Customer Services Jan-85 – Mar-86

BHP Information Systems

- Personal Computer Specialist Feb-83 – Jan-85
- Senior Systems Programmer Aug-81 – Feb-83
- Technical Systems Programmer Dec-80 – Aug-81
- Technical Programmer Jan-77 – Dec-80

Skills, Knowledge & Experience Summary

- General management — Business strategy
- Strategic planning — Risk management
- Sales / Marketing / Channel / Brand management
- Product / Solutions management & development
- Business innovation / Knowledge management
- Internal & External Communications (Public Relations) management
- Relationship / Reference management
- Creating / building / reviving high-tech businesses
- Mergers & acquisitions — Integration mgt
- Initial Public Offerings — Change management
- Culture management — Staff motivation
- Budgeting — Profit & Loss management
- Revenue / Profit / Cash Flow management
- Deal-making / negotiating / closing
- Problem solving — Analytical ability

Employment

Chaordent, Melbourne

Dec-05 – Present

Founded Chaordent, a business, sales, marketing and technology services company.

ITR Group, Melbourne

Feb-05 – Nov-05

The ITR Group is an expanding group of Australian IT companies delivering specialist core IT consulting and recruitment solutions. Operating divisions include Infopeople and The Peer Partnership. 70 person, \$25 million per year private company, February 2005.

General Manager, Business Innovation

Feb-05 – Nov-05

Overall responsibility for business innovation, mergers and acquisitions, marketing and communications.

- Key role in identifying new market opportunities and solution offerings for the ITR Group, Infopeople IT recruitment division and The Peer Partnership consulting division.
 - Managed the re-branding and repositioning of the ITR Group and its operating divisions Infopeople and The Peer Partnership.
 - Managed the standardisation of company branding, marketing materials and document templates, including creating the brand management and visual identity guidelines.
 - Designed and built three new CMS based web sites for the ITR Group, Infopeople and The Peer Partnership.
-

Monash.NET (now Readify), Melbourne

May-03 – Oct-03

Monash.NET is Australia's foremost provider of training, consulting, resources and tools for software developers around Microsoft's .NET framework and technologies. Since its inception in July 2001, slightly more than 2000 Windows developers from Microsoft's enterprise clients, partners and ISVs in Australia have successfully progressed towards Microsoft's MCAD and MCSD .NET certification via Monash.NET's training, consulting and mentoring services. 20 person private company, September 2003.

Communications / Operations Manager

May-03 – Oct-03

Overall responsibility for company communications, marketing, advertising, direct marketing and strategic market development activities. Also responsible for policies and procedures, plus internal systems.

- Refined and enhanced the Internet based client online booking and payment system to make the process simpler, quicker and more in-step with both client and business needs.
- Designed, produced and publish a monthly email newsletter to some 4000+ recipients. Introduced newsletter subscribe/unsubscribe options to the company website.
- Cleaned up and extended the email marketing database to enable targeted promotions to various key client/prospect segments.
- Took over as webmaster of the Monash.NET website (www.monash.net). Introduced a resources section, plus privacy, terms and copyright statements.
- Created, produced and placed a series of innovative adverts for an integrated print advertising campaign.
- Designed and produced a set of marketing posters and training document cover sheets.
- Managed the standardisation of company branding, marketing materials and document templates.
- Introduced standard templates for employment agreements, non-disclosure agreements and services agreements.
- Took over responsibility for an IT strategy review and development of an IT strategy plan. Recruited staff to begin introduction of the IT plan.

Employment (continued)

Oakton Limited, Melbourne

Mar-00 – Mar-03

*An IT company listed on the Australian Stock Exchange [ASX:OKN], Oakton provides IT solutions for businesses, mainly in the IT strategy and architecture, customised software development and systems integration areas. It plans, designs, builds, implements and manages IT solutions for clients, plus solves client IT recruitment and contracting requirements. Among Oakton's clients are Allianz, Australia Post, BHP Billiton, BP, GE Capital Finance, CGU Insurance, Coles Myer, Foster's Group, NSW Workcover, Origin Energy, Qantas, Royal & Sun Alliance, United Energy, Telstra and Texas Utilities, plus numerous New South Wales and Victorian state government departments and authorities.
60 person, \$12 million per year private company, March 2000.
300 person, \$45 million per year listed public company, March 2003.*

National Marketing Manager

Mar-00 – Mar-03

Overall responsibility for all corporate communications and strategic market development activities, plus partner alliances and relationships.

- Managed the re-branding and repositioning of Oakton prior to going public, plus the design, production and publication of the company's Prospectus.
- Key role in identifying new market opportunities and trends, plus devising, creating and implementing the ongoing branding, positioning and service offerings of Oakton and its five divisions.
- Negotiated and implemented a joint venture between Intel, Microsoft, Dell and Oakton to establish a \$1.5 million Innovation Centre.
- Proposed and played a key role in establishing the recruitment agency division Oakton People and

obtaining its appointment to the Victorian Government Panel for the Provision of IT personnel.

- Refined and enhanced proposal material, establishing guidelines for the bid management process.
- Creative oversight of the design process as it relates to user interfaces, web page layout and navigation, logos, posters and graphic illustrations production.
- Managed the design and production of annual reports and other corporate communications, plus all print-advertising and marketing materials.
- Designed, built and maintained the award winning Oakton and Oakton People web sites (www.oakton.com.au). Made-over and maintained the Charter Wilson and mPower web sites.

IT Manager

Jun-01 – Mar-03

Took on the additional role of IT Manager for internal systems with overall responsibility for business systems, application servers and network infrastructure.

- Harnessed the skills of Oakton consultants and managed them to improve internal systems in terms of security, administration procedures and contingency planning.

- Established a VPN based WAN between all company offices.
- Managed the integration of systems and network infrastructure from three major acquisitions.
- Outsourced the hosting of web sites.
- Managed the migration of all servers from MS Windows NT4 to Windows 2000.

Oakton Ltd Revenue and Profit

12 Month to 30 June Basis



Employment (continued)

Expert Software Services (now Infosys), Melbourne

Apr-96 – Feb-00

Leading provider of application software development and management services to some of Australia's most prestigious corporate and government organizations including: Telstra, BP Australia, Australia Post, Coles Myer, ANZ Bank, National Australia Bank, Crown Limited, Village Roadshow, South East Water Limited, Dept of Justice Victoria and HPA. 8 person, \$600,000 per year business, April 1996. 130 person, \$20 million per year business, January 2000.

General Manager

Jul-98 – Feb-00

Responsible for implementing and/or overseeing new strategic business initiatives, plus managing the company so as to remain highly profitable whilst achieving growth of over 100% per annum.

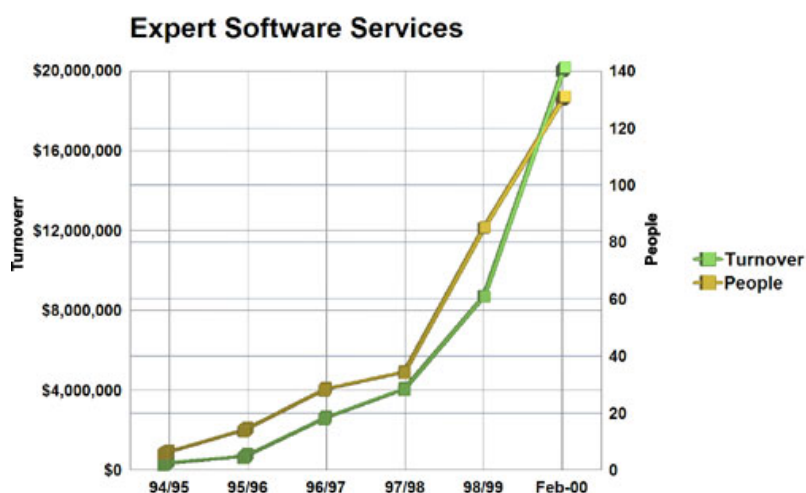
- Devised, proposed, negotiated and established a joint venture between Microsoft, Dell and Expert Software Services to establish the first Windows DNA Development Lab outside of the USA.
- Key role in establishing the successful Database Services profit centre, plus the recruitment agency business Expert People (Director).
- Successfully implemented a strategy to introduce a tier of business unit managers into the company, plus expansion into NSW.
- Devised and managed a human resources and recruitment strategy to fuel the company's rapid growth. Staff satisfaction rate, as measured in an annual survey, was 100% satisfied and 65% highly satisfied. Staff turnover rate never exceeded 5% per annum.
- Implemented strategy to change from a 20/80 to 80/20 permanent to contractor staff ratio. Put in place an industry-leading training and career development programme for all staff. More than 70% of staff had Microsoft and/or Oracle certification.

Marketing Manager

Apr-96 – Jun-98

Partnered with the Managing Director in all strategic decision making and planning activities. Key responsibility for all business development, general management, recruitment, human resources, logistics, partner alliance, account management, contract negotiation, sales and marketing activities.

- Established and managed an effective partner alliance with Microsoft. Caused Microsoft to choose Expert as its partner in a \$250,000 national road show in mid 1998. Chosen to present keynote presentation to audience of 1200 people at TechEd '97. Microsoft alliance attributable for over 75% of company revenue.
- Prepared Expert's entry, which was chosen as a finalist, in the Telstra and Victorian Government Small Business Awards 1997.
- Designed, built and maintained the informative Expert Software Services web site (www.expert.com.au). Web site selected as one of only 50 finalists in Microsoft's international "Activate the Internet" contest for 1996.
- Devised, created and implemented the overall image, values and style of the company. Designed and produced all print-advertising and marketing materials. Selected PR agency.



Employment (continued)

Protech Australia, Melbourne

Apr-94 – Mar-96

National computing and communications company. Manufacturer of PC workstations and leading systems integrator and IT systems consultant. Total solutions focus in consulting, design, installation and management of IT systems for national clients, large system integration contracts and major outsourcing roles in the government and corporate sectors. 130 person, \$50 million per year business, March 1996.

National Marketing Manager

Jul-95 – Mar-96

General responsibilities include developing Protech Australia's national image and profile within the corporate and government market sectors. Also to ensure all staff present a consistent image and message of the company.

Specific duties include: developing a national integrated marketing strategy; producing product, service and company literature; developing and implement national marketing programmes; and reduce duplication and wastage of marketing expenditure.

Key product ranges marketed include: Protech, Techway, Compaq, Toshiba and AT&T personal computers; HP, Epson, Canon, Kyocera and TI printers; Bay Networks, Cisco, Intel and NetComm communications equipment; Novell NetWare and Microsoft Windows NT Server network operating systems; and Microsoft and Lotus Development office automation software products.

Key services marketed include: Business Process Re-engineering and Information Technology consulting services; system integration and migration services; Lotus Notes groupware development, installation and maintenance; network consultancy, installation and maintenance; engineering services; software support; education services; and total service agreements.

- Devised and implemented an integrated marketing plan designed to push the move from a “product orientated” company into a national, market driven LAN/WAN systems integration and IT professional services business.
- Introduced a Project Estimating Model and Proposal Presentation Kit for use on all tenders and major proposals.
- Created a comprehensive set of innovative company, product and service literature and presentations using CorelDRAW!, Adobe Photoshop, MS Word and MS PowerPoint. Documents stored in a self-developed, nationally accessible Lotus Notes database.
- Introduced a Corporate Identity Manual with supporting MS Word templates and implemented a make over and standardisation of company stationery.
- Designed and created Protech Australia Online, an Internet World Wide Web based service. Established an intranet WWW, FTP and Gopher server using MS Internet Server, MS SQL Server and MS Windows NT Server.

Marketing Manager Victoria

Apr-94 – Jul-95

Responsible for all Victorian marketing activities. Most programmes adopted nationally.

- Designed, implemented and managed a customer and marketing database of over 3,500 contacts using Tracker for Windows. Introduced a Data Entry Standards manual.
- Published “Protech News” magazine as a direct marketing device to prospective and existing customers nationally.
- Planned, promoted, developed, managed and measured the highly successful “Directions” seminar series, plus all advertising programmes.
- Managed regular customer events: golf day, driver training day, sports luncheon etc.
- Repositioned and re-branded the Protech computer range as the “NetSet” and “GoSet” series complete with product literature and public relations campaign.

Employment (continued)

Australian Surveying and Land Information Group (AUSLIG), Melbourne Jun-91 – Feb-94

Business unit of the Commonwealth Department of Arts and Administrative Services.

300 person, \$40 million per year business, February 1994.

Product Sales Manager

General responsibilities of this position included preparing and monitoring the business plan for a \$2 million project to map, digitise and produce as a geographic information system (GIS) ready dataset the official Australia Post Postcode boundaries.

Specific duties included: developing business plans, defining market needs, preparing operating budgets and sales objectives, packaging and marketing product, establishing a distribution channel, defining price structures, and conducting license negotiations.

- Completed a well-received three-month primary and secondary market research study.
- Presented a comprehensive business plan which incorporated detailed financial models built using MS Excel and Ronstadt's Financials. Methodology and structure used was subsequently adopted as the AUSLIG corporate standard.
- Redefined product specifications based on market research results and negotiations with the production teams. Produced computer programs to benchmark datasets against comparable products and revised specifications.
- Devised an integrated packaging and branding system that was adopted for all AUSLIG data products. Briefed a design agency to implement this. Introduced a "Certificate of Quality Assurance" into the production and delivery process.
- Desktop published four comprehensive Postcode Boundaries User Guides, using Ventura Publisher and Micrografx Designer, which set new standards internationally for GIS data documentation.
- Created Postcode demonstrations and case studies featuring demographic data analysis and thematic mapping on both PCs and DEC workstations using the MapInfo, Atlas GIS, ArcView and ARC/INFO geographic information systems.
- Produced innovative animated product presentations for use by sales teams, distributors, dealers and prospects using MS PowerPoint and MS Visual Basic. Introduced a standard methodology for all AUSLIG sales and marketing presentations.
- Accepted invitations to make presentations at direct marketing and GIS industry seminars. Coordinated an extensive publicity campaign. Organised and manned stands at industry exhibitions. Managed a post-release direct mail campaign using MS Access.
- Teamed with the National Sales Manager to negotiate license agreements worth over \$1 million with commonwealth government departments and software manufacturers. Identified, pursued and closed other major new business opportunities.
- Changed AUSLIG's emphasis from direct data sales to supporting a distribution channel. Established a national network of some twenty distributors and dealers for AUSLIG data products. Negotiated an increase in royalties received from 10% to 70%.
- Introduced an AUSLIG Distributor Operations Manual to formalise the agreements, guidelines, procedures and services provided to distributors by AUSLIG's Customer Support Centre.
- Created a comprehensive Postcode Boundaries Distributor Sales Kit for use by sales staff of distributors, AUSLIG and Australia Post.
- Proposed a Lotus Notes based solution to improve national sales/marketing, project and client management and obtained approval for a \$150K pilot project.

Employment (continued)

MicroHelp Computers & Communications, Melbourne

Jun-88 – Apr-91

Leading PC dealership in the corporate and government sectors with special expertise in LAN/WAN and groupware installations.

40 person, \$15 million per year business, April 1991.

National Marketing Manager

General responsibilities included developing, implementing and controlling marketing efforts throughout Australia. Specific duties included: liaison with manufacturers and distributors, product evaluation and selection, preparing marketing plans, marketing products and services, and provision of advice to sales, support and service staff.

Key product ranges marketed included: IBM and Compaq personal computers; Fujitsu, NEC and HP printers; 3Com, BICC, Retix, Synoptics and NetComm communications equipment; 3Com 3Plus, IBM LAN Server, and Microsoft LAN Manager network operating systems; and Microsoft, Borland, Ashton-Tate, Lotus Development and WordPerfect software products.

Key services marketed included: network consultancy, installation and maintenance; hardware maintenance; software support; training; and total service agreements.

- Instituted a cohesive, focused marketing strategy to identify lucrative markets, penetrate key decision makers and build a loyal client base. Involved in gaining IBM and Compaq dealerships and winning major financial sector corporate accounts.
- Designed, implemented and managed a local area network based, multi-user customer and marketing database of some 7,000 contacts used to drive all marketing activities.

- Desktop published various company publications and marketing materials using Ventura Publisher and CorelDraw. The “Technical Cornucopia” newsletter was highly sought after by senior customer management for its clear explanations of technical issues.
- Marketed, organised and conducted innovative “Technology Update” seminars for corporate and government customers (e.g. VicRoads, State Bank Victoria, Colonial mutual, RMIT, Norwich Union, Telecom, Attorney-General's Department etc.).
- Strategic role in the start-up of associated companies:
 - AccPro (PC based accounting solutions)
 - DistribuTECH (printer distributor)
 - Galacticom Australia (PC communications hardware & software)
- Conceived, established and managed Australia's first on-line retail shopping mall, plus The Computer Supply Store, an on-line PC retailer.
- Contributed to the marketing and product specialist requirements of other associated companies:
 - Microbee (PC manufacturer and retailer)
 - The Smart Shop (PC retailer)
 - Powertech International (networking & communications distributor)

Univex Corporation, Melbourne

Aug-87 – May-88

Small computer dealer, software house, and microcomputer based product developer.

5 person, \$1.5 million per year business, May 1988.

General Manager

Responsible for sales, logistics and customer service. Univex imported and sold quality Taiwanese IBM compatible PCs to the corporate and government sectors. Univex developed unique software solutions, including a fully integrated multi-user accounting system. Univex also designed and produced prototypes of many microcomputer based inventions.

- Successfully sold a highly profitable three-year PC rental arrangement to major corporate accounts (e.g. ICI, Dept. of Veterans' Affairs).

Employment (continued)

RepcO (Australia) Pty Ltd, Melbourne

May-87 – Aug-87

Start-up of a national computer venture.

General Manager Business Development

Recruited by the Chairman of Repco to begin creating and manage the implementation of a national, vertically integrated, computer business venture through acquisition and start-up.

- Prepared the strategic plan and liaised with financial take-over experts.
- Planned and managed discussions with target business owners.
- Managed negotiations with leading manufacturers and distributors.

HiSoft Computers, Melbourne

Jan-85 – May-87

Leading national PC dealership.

25 person, \$5 million per year business, January 1985.

120 person, \$35 million per year business, May 1987.

National Product and Marketing Manager

Mar-86 – May-87

General responsibilities included developing, implementing and controlling all marketing and prospective sales efforts in four states. Specific duties included: preparing and monitoring operating budgets and sales objectives, liaison with manufacturers and distributors, product evaluation and selection, and provision of advice to sales, support and service staff.

- Proposed, established and managed the highly productive HiSoft Direct sales and marketing 5-strong team as a contributing profit centre. Highly profitable within three months by delivering a 40% increase in sales of add-on products and winning major new corporate and government accounts. First-year sales of \$5 million.
- Designed, implemented and managed a customer and marketing database of over 5,000 contacts using Symantec Q&A.
- Published “HiSoft Direct” magazine as a direct marketing device to prospective and existing customers. Funded by manufacturers and distributors.
- Marketed, organised and conducted regular seminars for customers and prospects (e.g. HBA, ANZ Bank, Victoria Police, Telecom, Education Department).

National Manager Technical & Customer Services

Jan-85 – Mar-86

Total responsibility for the management of the technical and customer services profit centre handling all products and services including: Novell networks; general PC software products; general and vertical market in-house developed accounting packages; IBM, Compaq and Olivetti personal computers; Epson, Fujitsu and HP printers; and NetComm and Irma communication products.

Also responsible for the purchasing, inventory control and shipping operations in Victoria.

- As the focal point for customer satisfaction at HiSoft, created and enforced customer service follow-up procedures to prevent and resolve customer problems and enhance overall morale and productivity. Within 6-months customer complaints dropped 50%, retention of customers with problems increased from 45% to over 90% and employee turnover radically declined to less than 10%.
- Significantly reduced stock-on-hand, dead stock and production overheads by creating and enforcing an effective stock control system. Established a first-rate logistics function which achieved delivery targets.
- As head of HiSoft's \$20 million purchasing operation, introduced an aggressive multiple-sourcing program which improved the overall margins by 9%.
- Recruited, trained and managed an enthusiastic 15-strong team comprised of professional, technical, clerical and manual staff operating as a successful profit centre.

Employment (continued)

BHP Information Systems, Melbourne

Jan-77 – Jan-85

Personal Computer Specialist

Feb-83 – Jan-85

Advised on the establishment of End User Computing support teams at major company sites. Established guidelines for the justification and purchasing of personal computers. Negotiated company wide contracts with suppliers. Evaluated and selected products. Produced a regular newsletter to inform end-user computing staff and users of industry trends and developments.

Performance Control Officer

Oct-82 – Feb-83

Responsible for performance control on IBM and Control Data mainframes, plus DG minicomputers.

Senior Systems Programmer

Aug-81 – Oct-82

Managed a team of six Data General systems programmers supporting commercial, technical and general systems software on over fifty AOS and AOS/VS based minicomputer systems nationwide.

- Recruited computer science graduates and trained them in the ways of real-world systems programming.

- Extended the working life of all minicomputers by developing the monitoring and tuning tools and methodologies that produced a 30% reduction in system overheads.
- Designed and installed the first X.25 based LAN/WAN networks in Australia.

Technical Systems Programmer

Dec-80 – Aug-81

Lead a team of three Data General systems programmers supporting technical and general systems software on over thirty minicomputers nationwide.

- Produced significant cost savings through increased productivity, lower maintenance costs

and the extended life of programs by introducing the use of high-level languages wherever possible.

- Established productive client rapport, generated satisfied clients and developed a reputation for delivering projects on-time.

Technical Programmer

Dec-77 – Dec-80

Member of a team of four developing BHP Petroleum's Oil and Gas Seismic Exploration system on Data General minicomputers running the AOS operating system. Responsible for the digitising and data input sub-systems, plus as systems management and systems programming services. (The system was successfully sold to other oil companies e.g. Woodside Petroleum.)

- Assisted in the porting of a comprehensive gridding and contouring package written in FORTRAN to the Data General AOS operating system.

Managed the project to develop a screen based front-end for this package.

- Designed and implemented a survey data reduction system for the processing of surveyor's field notes.
- Created and documented a general purpose library of FORTRAN sub-routines which greatly increased team productivity and were later adopted as a BHP wide standard.

Trainee Technical Programmer

Jan-77 – Dec-77

Programming for the BHP Minerals Mine Planning System in RDOS multi-user Extended BASIC on a Data General Eclipse S200 minicomputer.

Extracurricular Activities

1995–Present — Private web site (www.borrett.id.au) was selected by the Microsoft FrontPage team in January 2001 as one of the five best personal web sites worldwide that they had seen built with Microsoft FrontPage 2000. Web site traffic is currently more than 3 million hits and 50,000 unique visitors per month.

1991 — Key role in the design, writing, production and presentation of a pilot television programme about computers for ABC TV, SBS and Channel 10.

1984–1991 — Established Australia's first MS-DOS based Bulletin Board System, PC Connection Australia in 1984. Later the system was expanded to support 12 customers on-line and interacting with each other. Over 2,500 people paid to use the service on a regular basis.

1983–1987 — Started the “Your IBM Computer” column for Your Computer magazine in 1983. Was a columnist for Today's Computer magazine, and a contributor to other national publications 1985–87. Was a regular panel member on the “Computer Cafe” show on Radio 3AW in 1985.

1978–1979 — An interest in music, Hi-Fi and electronics led to part-time work as a recording engineer and producer.

Courses

Attended courses and workshops on: business planning; budget preparation; time management; negotiation skills; staff performance assessment; sales and marketing management; direct marketing; graphic art and design; project management; AOS and AOS/VS internals; structured systems design; PRIDE project design, planning and control methodology; speed reading; and performance control.

Designed and presented courses for PC users such as: Introduction to PCs, Introduction to DOS, Introduction to Desktop Publishing, Ventura, PageMaker, WordPerfect, MultiMate, Lotus 1-2-3 and PC Communications.

Speaking Engagements

Keynote presentation to 1200 people at Microsoft TechEd '97 in Melbourne.

Regular speaker at Geographic Information System and Direct Marketing conferences 1991–94.

Regular speaker on the Information Technology seminar circuit 1982–86. Topics included the control and administration of personal computers, PC communications, networking, and distributed processing.

Education

First Year of Degree in Computer Science, R.M.I.T., Melbourne 1979–1980

- Major project was a Pascal compiler written in Pascal for Data General mini-computers.

HSC, Hellyer College, Burnie, Tasmania 1975

- Maths, Physics, Chemistry and Computer Science.

Professional Associations

Past member of the Australian Computer Society and the Association for Computing Machinery (USA).

Past associate member of the I.E.E.E. Computer Society (USA).

Community Service

Founder, inaugural President and honorary life member of the 11,000 plus member strong **Melbourne PC User Group** — the world's largest such user group.

Member of the Glenaroua Rural Fire Brigade (CFA).

Personal Details

Lloyd Robert Borrett

Born 22 July 1956, Whyalla, South Australia.

Male. Single.

Interests include Internet, computing, reading, music, movies, sailing and gliding (assistant instructor).

Health excellent.

Personal Characteristics

An independent, professional evaluation, described Lloyd's personal characteristics as...

Confident, assertive, decisive, tactful and creative with high level presentation and communication skills. Consultative leader who is realistic and practical and concerned with the well being of others. Measured intellectual abilities place him in the top 5% in verbal and numerical intelligence, and the top 1% in abstract intelligence.

Endorsements

Alan Singer, Non-Executive Director, ITR Group

(Alan is a co-founder and Non-Executive Director of ITR Group, working with Lloyd.)

“In a very short period of time, in a rapidly growing and changing context, Lloyd has managed to capture the essence of this emerging enterprise (the ITR Group) and all its' constituent business units and Lloyd has produced business profiles, web-sites, marketing strategies, tenders and associated material that is of the highest quality imaginable. Well done Lloyd!”

Tim Norton, CEO, Omniton

(Tim was a co-founder and joint Managing Director of Oakton, where Lloyd reported to him.)

“Lloyd is a pro at branding, positioning and channels. He stands alone with respect to the marketing of professional services, but at the same time is technologically and product savvy. Over and above this, he is a true blue Aussie that you can trust like a mate.”

John Quinn, Owner, Moss & Hooper

(John was an Executive Director of Oakton, where he worked with Lloyd.)

“Lloyd's work was instrumental to the effort that enabled Oakton to successfully list on the Australian Stock Exchange immediately after the ‘dotcom’ crash. There can be few more challenging roles than the IT manager for an IT Consulting company! His leadership led to coherent systems that delivered consistently. No challenge seemed too tough and Lloyd demonstrated a key ability to get things done.”

Stephen Frost, IT Manager, Australian Christian Services

(Stephen was the founder of dXcribe Technologies when working with Lloyd.)

“I have worked with Lloyd in a number of roles over the years, from his time at Expert IS right through to his role at Monash.NET. Lloyd is a fine individual, highly skilled, well networked, and I would have no hesitation whatsoever in endorsing any activity he is involved in.”

Dennis Frankel, Technical Writer / Help Systems Developer, Infosys

(Dennis was a Technical Writer at Expert IS, where he worked with Lloyd.)

“Lloyd is a ‘live wire’. He has the imagination, drive and ambition to see projects through to the very end. As a Journalist and Editor, I have found Lloyd's writing style and level of the grammatical understanding of the language, very impressive. His written expression is an example to others.

Lloyd is a bright, intelligent person, and works honestly with people at all levels. Above all, he is a man of integrity and I'm proud to call him a friend.”