

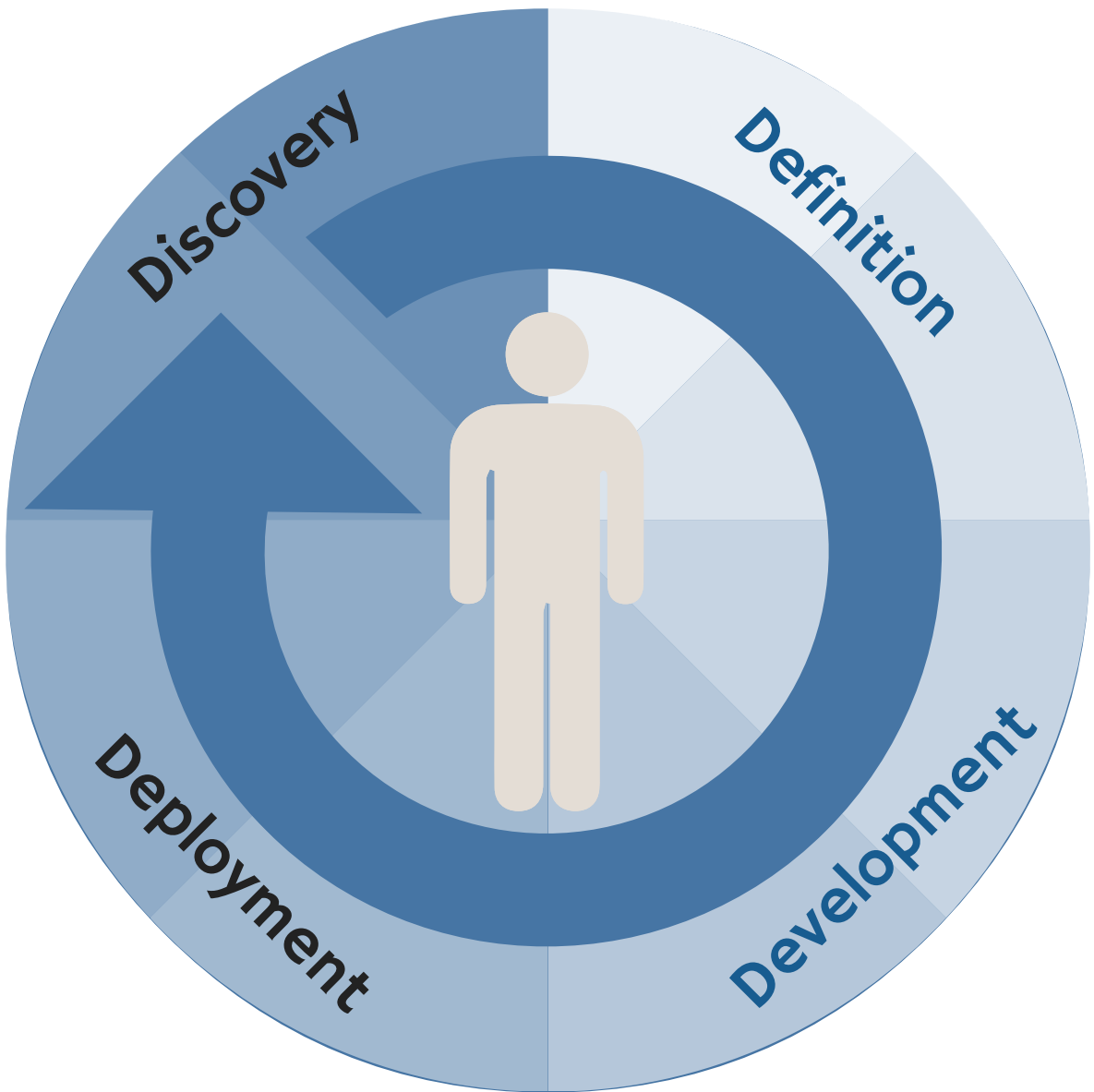


ICT  Business Development

Focus

We improve business opportunity for ICT businesses through expert outsourced management.

From Strategy to Content our clients tell us we deliver rapid impact and lasting benefits.



Experience

Principal Paul Cunningham has over 25 years experience of global technology marketing and channel development, having held senior positions with Westcon Group, Comstor and Oracle Corporation.

This experience informs the network and processes behind our business development services.

Example clients have included:

*BT Wholesale
Cable & Wireless
Securelogix
Cisterra Networks
Comstor UK
365iT
AVST
Resilient plc
BPL Business Media*



Connections

Our substantial and constantly evolving network of high-value relationships allows for a creative, flexible and targeted approach to a very wide range of business development challenges.

We understand and deliver on the Power of the Network in every sense.

- *Telcos*
- *ISVs*
- *Systems Vendors*
- *VARs*
- *Distributors*
- *Media*
- *Analysts*
- *Consultants*
- *Training Providers*
- *Digital Agencies*
- *M&A*



Commitment

Our clients benefit from;

A strong working knowledge of their technologies

A track record of effective sales and marketing strategies and programs

Relevant partnerships and relationships in the industry

Clear, relevant, achievable and measurable objectives

The ability to scale activities and resources in line with opportunity and performance

Minimal, predictable investment in capital, project and human resources during launch phases

A responsive and accessible partner who is credible and accountable as an extension of their own team



Contact



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