

# Dr Michael George Bartley

A successful tech entrepreneur who has grown a self-funded start-up to a global tech services company with \$8M+ revenue and \$1M+ profit and taken it through a successful trade sale. A team player with strong analytical skills and knowledge of the latest technologies. Angel investor and board advisor, looking to grow a career in investment, strategic advisor and NED roles.

## Personal profile

- Currently CEO/Founder at VLSI services company [Alpinum Consulting](#) offering a full ASIC design flow globally, as well as strategic board level consultancy services.
- Previously SVP focused on European growth (organic and acquisition), company-wide technology strategy for the development of new products, applications and solutions
- 11 years of creating and growing a global service company to 400+ employees with over \$8M+ annual turnover and \$1M+ profit with exit via a trade sale. Now a key sales and strategic SVP role with acquirer, working towards IPO.
- Angel investor in several tech start-ups, providing strategic advice and serving in advisory positions
- SiCatalyst Advisor and providing strategic advice to multiple companies (e.g. a training company transitioning from 30-year founder leadership to a new CEO and team; new tech start-up raising funds; EDA company enter a new geography).
- Successfully chaired various committees for the past 25 years (British Computer Society; West of England Local Enterprise Partnership; External Advisory Board for the Department of Computer Science at the University of Bristol).
- Chair of Trustee of charity to encourage children into High-Tech.
- 30+ years in software and hardware industries in various technical and management roles.
- Successfully bid and won several research grants and delivering on innovation and research projects.
- Strong academic record including PhD in Mathematics, MSc in various subjects, FT NED Diploma.

## Career Summary

Apr 25 -	CEO, Alpinum Consulting	Aiming to take Alpinum Consulting from start-up to exit within 5 years
Feb 20 - Mar 25	Senior Vice President, Tessolve Semiconductor	Driving technology strategy for Tessolve's 5-year growth plan. Global pre-sales technical support. Building European expansion strategy. Acct management.
Nov 20 -	Angel Investor	Active angel investor (20+ investments)
May 08 - Feb 20	Founder and CEO, Test and Verification Solutions Limited	Founded a UK-based self-funded start-up delivering design and product testing services globally
June 06 - May 08	Software Test and Hardware Verification Manager, ClearSpeed	Managed a team that ensured ClearSpeed software & hardware products were fit-for-purpose, and grew an offshore capability
02 - 06	Software Test and Hardware Verification Manager, Elixent	Ensured all software & hardware products were successful with client evaluations (Elixent was acquired by Panasonic)
`99 - 02	Hardware Verification Manager, Infineon Technologies	Created a new silicon verification team and best-practise processes in Bristol, and then spread those capabilities across Infineon
`94 - `99	Verification Engineer, STMicroelectronics	Verification manager for ST40 and delivered new innovative verification approaches to multiple sites and projects
`90 - `99	Lecturer in Computing	Open Uni (part-time `90 - `99) and Bath College (full time `93 - `94)
`88 - `93	Software Engineer, IPL and Praxis	C and assembler tester and programmer and formal methods expert. QA team-leader on a client-server petro-carbon accounts system

## Qualifications

Now	Diploma in Investment Management, CISI MSc in International Finance Strategy, Salford University MSc in Blockchain and Digital Currencies, Uni of Nicosia
2022	MSc, Data Science Technology Innovation, Edinburgh Uni
2021	MSc, Intelligent Systems & Robotics, DeMontfort Uni
2019	MSc in Computer Security, Uni of London
2018	FT Non-Executive Director Diploma
2001	MBA (Open Uni)
1999	MBA in Technology Management (Open Uni)
1997	M.Sc. in Software Engineering (Open Uni)
1988	Ph.D. (thesis on Category Theory) (Bristol Uni)
1986	M.Sc. (with distinction) in Logic (Bristol Uni)
1984	Postgraduate Certificate in Education (Bristol Uni)
1983	1 <sup>st</sup> Class Hons. Degree in Mathematics (Bristol Uni)
1980	A-levels: Maths (A**); Further Maths (A*); Physics (A)

## Personal/Professional Details

<b>DoB</b>	29th July 1962
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<b>LinkedIn</b>	linkedin.com/in/drmikebartley/
<b>BCS</b>	British Computer Society Bristol Branch Chairman (1991 – 2001, 2009 - 2012)
<b>LEP</b>	High-Tech Sector Chair, West of England Local Enterprise Partnership (2013 – 19)
<b>DigiLocal</b>	Charity Trustee supporting IT for children
<b>Uni of Bristol</b>	Chair of External Advisory Board for Computer Science, Bristol University
<b>SiCatalyst</b>	Advisor (2024 - )
<b>SETsquared</b>	Mentor (2025 - )

## Referees

Available on request

# **Further details**

## **Technology growth experience**

I successfully started a self-funded, UK tech services company Test and Verification Solutions (T&VS) in 2008 and grew it to a global \$8M+ revenue, \$1M+ profit company that was acquired in 2020. As CEO, I put together a strong senior management team along with external advisors and developed an international strategy that enabled the executive to deliver against well-defined targets across the organisation.

T&VS developed a strong consultancy business (in hardware design verification) with 400+ engineers worldwide. T&VS demonstrated “thought leadership” in our chosen niche and this created a very strong brand that helped to attract large, multi-nationals to engage us on large consultancy opportunities with long, follow-on contacts. This involved a number of strategies, including speaking at conferences as well establishing our own well-attended conferences; generating white papers; strong social media presence; being present and often leading on industry bodies; a strong network of partners and suppliers; staying at the leading edge of developments in industry development. We also tried to develop a similar consultancy business on software testing but we were not as successful and faced multiple challenges. My analysis suggests this was due to not being able to create a strong brand against incumbents in a more mature industry (the hardware verification sector was in a growth phase based on increasing device complexity and continuous innovation).

I faced a number of challenges boot-strapping T&VS from 1 person in the UK to 400+ globally. Firstly, I ensured that we always had strong cash flow able to withstand temporary periods of loss as we entered new territories. I also established a strong operational support early on to give me the time to focus on growth through strong global marketing. When entering major new territories, I ensured a strong local management team with an eye on minimising overheads. I also ensured we had a low-cost exit strategy in case the territory did not prove successful. As we grew, I put in place a share option scheme which helped to ensure the senior management team stayed in place through the journey to acquisition (and beyond).

I am now SVP at Tessolve supporting an aggressive growth plan to enable an IPO. Tessolve helps customers to develop and test silicon chips, and then into embedded products. My main roles involve growing sales and delivery capability in Europe, global technical sales supporting, and developing capability in emerging technologies.

## **Angel Investment Experience**

I have been investing in tech start-ups for more than 3 years. My main criteria for investment selection are: the strength of the management team and their prior experience in start-ups and the target sector; analysing the technology and the potential to disrupt the existing target market; the realistic addressable market; the investment documents; and finally the exit plan. My decision is then based on their presentations, investment documents, my analysis of their technology and the target market and, most importantly, discussions with the founder(s) and any existing investors or advisors.

Having invested I stay in regular contact with the team, giving strategic and technology advice as requested. I find it useful to identify and track key metrics against forecast. This includes basic gross revenue; profit/loss; sales; customer acquisition costs and retention; revenue concentration; operational efficiency. A major metric is runway and plans for raising future finance: purpose; size of investment and where they will take the company; valuation and potential dilution. Finally, it is important to see a clear path to possible exits with their expected timescales.

## **Board Advisory Experience**

I have been advising the founders of a technical training company for the past 2 years on a strategy bringing in a new executive team to grow the company and bring investment whilst the founders divest their interests. We have now established a more formal board structure and I am moving forwards as a board advisor.

In 2019, I was appointed Chair of the External Industrial Advisory Board for the Computer Science Department at the University of Bristol. The key role is to ensure that the Board members can make a positive contribution to the strategy and advise on operational issues. I work closely with the Head of Department to present the key strategic aims to the board, explain the objectives for the board members, and set the agenda for each meeting. A large amount of the work needs to be performed in subcommittees and these are established with clear objectives, membership, chair, timescales and reporting frameworks. The Head of Department is appointed for a limited time and so I help to ensure continuity of the boards work

I have served on a number of public committees to provide independent oversight including Chair of the High-Tech Sector Group accountable to the West of England Local Enterprise Partnership. As a team, we were tasked with reviewing strategies to grow high-tech employment in the region and working with local public bodies to deliver on them. I developed appropriate committee meeting behaviours such as objective analysis, openness, full contributions and non-critical challenge. As a Director of the High-Tech Bristol and Bath CIC, I contributed to the development of strategies that are successfully engaging young people and children with computing. We have pivoted this to a charity [DigiLocal](#) where I am trustee, providing independent assurance on the appropriate running of the charity. More recently, I am Chair of the External Advisory Board for the Department of Computer Science at the University of Bristol), reviewing and providing advice on a range of subjects including student welfare, academic quality and expansion.