

Work Experience

Company	Period	Job Title	Remarks
Colm Toolan, Business Architect Kiel, Germany	August 2001 - present	Principal	<p>Involved in a variety of Business Consulting and IT projects for multiple clients, including</p> <ul style="list-style-type: none">• Concept development – business and technology – and project management for a planned e-gambling portal (Germany)• Business, marketing and process planning and optimisation for a financial gaming platform (Ireland)• Overall vendor-side project management responsibility for an STP-Monitoring implementation at a major Tier 1 investment bank (London)• Concept development and planning for an Environmental Monitoring Start-Up (Ireland)• Market evaluation for the european introduction of a project management simulation and training concept (USA)• Business and IT consulting for the development of a B2C and TV-based gambling platform (Munich)• Business and IT input into the Business Plan for a unique B2C gambling platform (Kiel)• Project organisation for the development of an Internet service and the associated software (Hamburg)• Sales organisation and infrastructure development for a software and consulting house (Kiel)• Lecturer in Project Management at the Technical University in Kiel
fluxx.com AG Kiel, Germany	December 1999 – February 2001	Director Product Management, fluxx.com e- commerce GmbH, Kiel Germany	<p>Executive responsibility for all products on all of the company's e-gambling platforms – www.iaxx.de, www.jaxx.com, www.horses.de and www.interjockey.com - including</p> <ul style="list-style-type: none">• Team selection and management• Product Management process definition and implementation• Product identification and definition• Project initiation and management• Liaison with company and holding company (AG) management and customers• M&A due diligence (Product fit)

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fluxx.com AG, cont'd	December 1999 – July 2001	Business Development, fluxx.com AG and subsidiaries	<p>Internal consulting to the AG Board of Directors and to the CEOs of individual subsidiaries</p> <ul style="list-style-type: none"> • Company-wide process and organisation optimisation • Identification and definition of strategic and operational business opportunities • Business Re-Engineering – structures, processes, implementation • Steering Committee Chairman at Board level • M&A involvement – business fit, bid strategy, integration strategy
	September 2000 - July 2001	CEO, book & data GmbH, Laboe, Germany	CEO of this acquired local software consulting and product company
	October 2000 - July 2001	CEO, interjockey.com horsebet GmbH, Lustenau, Austria	CEO of this acquired company, offering on-line, international bookmaker services (www.interjockey.com)
	October 2000 - July 2001	CEO, fluxx.com Telewette GmbH, Hamburg, Germany	CEO of this joint venture (fluxx.com and DVR – German Turf Club), which provides totalisator betting services through a TV presence, print media and call centres
	November 2000 - July 2001	CEO, e-sales.com GmbH, Kiel, Germany	E-sales.com provides complete hosting, management and production services to the local state lottery monopoly's (NordWest Lotto) on-line presence (www.lotto-sh.de) and represents fluxx.com's initial e-gambling B2B activity
	February 2001 - July 2001	CEO, horses.de Pferdesport GmbH, Hamburg, Germany	CEO of this acquired company, offering on-line totalisator services through www.horses.de and www.jaxx.de , in co-operation with the German Harness Racing Association

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fluxx.com AG, cont'd	February 2001 - July 2001	CEO, fluxx.com e-commerce GmbH, Kiel, Germany	<p>First non-founder to be appointed CEO to one of three fluxx.com core subsidiary companies.</p> <p>E-commerce GmbH encompassed at the time all B2C Operations and acted as the holding company for the above named subsidiaries.</p> <p>Core responsibilities included day-to-day operations across all subsidiaries, as well as the short- and long-term integration (business and technical) of the acquired companies and business activities.</p> <p>Business goals in FY2001 included a forecasted revenue of 116 Million DEM, Q4 profitability, a variety of Business Re-Engineering activities and the migration of the e-gambling activities from a B2C to a B2B focus.</p>
Digital Innovation Limited Dublin, Ireland Later Videsti Limited	September - December 1999	Director Marketing and Business Development	<p>Full responsibility for business planning - at a strategic and operational level - of this innovative start-up in the digital TV and convergence space, including</p> <ul style="list-style-type: none"> • Business and market definition • Partnership opportunities • Product and services strategy • Positioning and branding in the global DTV space, with particular emphasis on DTT technology • Leveraging of existing gaming and gambling contacts and opportunities • Retaining and motivating staff during and after the spin-out process as well as for the achievement of aggressive business goals.
CSK Software Limited Dublin, Ireland Secondment to: CSK Software Inc, Palo Alto, USA	June 1996 - December 1997 May 1997 - November 1997	Business Development Manager, Slingshot Product Group Vice President, Business Development	<p>Full responsibility for all aspects of Business Development for the company's real-time data delivery Internet products for the global financial markets, including</p> <ul style="list-style-type: none"> • Product positioning • Branding • Marcomms and PR • Channel Management • Large Account Management <p>Six-month stay in Palo Alto, CA to evaluate the opportunities associated with non-financial applications for Slingshot technology.</p>

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	January 1998 - August 1999	Managing Director, Slingshot Product Group	Overall responsibility for the Product Group, including personnel and P&L ownership. Development of product strategies to address the "immediacy" and "couch commerce" markets, partly in associations with CSK of Japan's Dreamcast e-commerce group.
Oracle Corporation EMEA, Bracknell, England	January 1995 - May 1996	Senior Consultant, Emerging Technologies	<p>Project Management for two projects using Oracle emerging technologies for interactive multimedia, including</p> <ul style="list-style-type: none"> I-TV Pilot Project for a major Telco, serving 200 private households. Provision of a development environment for interactive multimedia, including real-time servers, business support infrastructure, monitoring applications, UI authoring environment and end-user applications Duplication of above for development and reference purposes <p>Business Development within this major Telco to ensure and to enhance Oracle's position as preferred supplier. Practice development with the Emerging Technologies Consulting Group to ensure the group's ability to provide customers and local Oracle organisations with guaranteed high quality service.</p>
Oracle Deutschland GmbH, Munich, Germany	September 1992 - January 1995	Senior Consultant	<p>Project Management on various projects including</p> <ul style="list-style-type: none"> Inventory and Sales Management System for a Building Products supplier Downsizing complete IT for a state Lottery - Strategy Phase Content Management System for a Trade Directory publisher - Strategy, Analysis and Design Phases <p>Strategic account management with the sales force on various major accounts. Group Leader - CASE and Methods Group - with 8 direct reports.</p>
Netwise Europe BV Naarden, The Netherlands	April 1991 - August 1992	Regional Account Manager, DACH Region	Responsibility for all sales activities throughout German speaking Europe during the start-up phase. Netwise Europe was liquidated in early 1993, although the parent company has since been purchased by Microsoft Corporation.
Oracle Deutschland GmbH, Munich, Germany	July 1988 - April 1991	Consultant Senior Consultant from July 1990	Provision of pre-sales, general consulting and project management support to customers throughout Germany. CASE (Computer-Aided System Engineering) as speciality, with particular emphasis on the development of IT Strategies, Analysis of Business Requirements and Solution Design.

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McDonnell Douglas GmbH, Cologne and Frankfurt, Germany	October 1985 - December 1986	Project Leader, AEC Systems Start-Up	Introduction of ARC's Graphic Design System to the German, Austrian and Swiss markets, following McDonnell Douglas' acquisition of Applied Research of Cambridge. Responsibilities included the definition of target markets, the definition of software changes needed to meet the requirements of those markets and the selection and development of the German GDS team.
McDonnell Douglas, cont'd.	January 1987 - June 1988	Sales Support Consultant, AEC Systems	Conception and development of application-specific demonstrations for the target markets. Development and presentation of customised prototypes for specific customers.
	December 1987 - June 1988	Project Leader, AEC Data Base Applications	Development of integrated GDS/ Oracle applications, using the RDBMS as a rule-based repository against which the validity of graphical input could be checked.
Westward Technologie GmbH, Munich, Germany	June 1985 - October 1985	Sales Engineer, North German Region	Support of existing customers and new business development for Westward's range of graphics terminals and peripherals
Applied Research of Cambridge Limited, Cambridge, England	March 1983 - May 1985	Regional Account Manager, Ireland	Setting-up of ARC's Irish operation and day-to-day running of the Dublin office which served as a sales, training and customer-support centre for the 32 counties.
St James' Hospital Development Project, Dublin, Ireland	May 1982 - March 1983	Site Architect - Phase 1B	Responsible for all on-site architectural activities and decisions for this IR£5-million project for the construction of a solid fuel / oil burning boiler house and a regional ambulance centre.
Various architectural practices, Lübeck, Germany	September 1981 - March 1982	Freelance Architect	Participation in a variety of design projects.

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