



# **BIC New Trends Seminar 2012**

## **RIBA, 20<sup>th</sup> June 2012**

Sponsored by: **the carrot group**<sup>®</sup>

### **Speaker Biographies:**

#### **Will Atkinson**

Will worked for Waterstones in the early years in a variety of management positions. After 9 years he joined Faber (1994) as the paperback product manager. Now Sales and Marketing Director, he is responsible for the services Faber provides for the independent sector, including the Independent Alliance, for which he was awarded the British Books Award for Industry Achievement in 2008; digital service Faber Factory; and Faber Factory Plus, a physical sale service launched this year. Will was chair of the Independent Publishers Guild (IPG) in 1998 and finished 8 years on the IPG Board in March 2012.

#### **Matteo Berlucchi**

Matteo is the CEO of Anobii, a 'social retailer' for ebooks backed by HMV, HarperCollins, Penguin and Random House. Matteo's digital career spans 17 years, during which he has conceived, built and launched several successful companies and services both online and on mobile.

#### **Hamish Brocklebank**

Hamish is an entrepreneur with a background in finance and public relations, a flair for business and a valuable venture capitalist network. He has a BSc in Physics from the University of Bristol.

#### **Martyn Daniels**

Martyn has worked at a senior executive and director level in blue chip organisations in Auto, Oil, retail, has extensive experience across many international markets and also has a strong track record of delivery across many varied business disciplines. In the late 90s he spent five years as Strategic Development Director at Vista, where he led their industry acclaimed research program and was the primary architect behind the PubEasy and Batch services. He has also worked as a consultant managing major change programmes at the likes of Virgin Atlantic, Homebase and Somerfield. He recently spent five years growing and repositioning a large offshore KPO and BPO content business servicing many US and European publishing entities. In 2006 he wrote the seminal 'Brave New World' report on digitisation, has presented around the world and written some 2000 articles on his Brave New World Blog.



**Andy Davis**

Andrew is a British Library lifer. He has worked across the organisation for 30 years. In recent years he has overseen the growth of the BL's legal deposit collection both print and digital and is the first port of call for UK publishers on all things legal deposit.

**Vicky Hartley**

Vicky is the Marketing Director and Head of Digital for Duncan Baird Publishers (DBP). She began her publishing career in 1999 working as the Digital Marketing Executive for Hodder & Stoughton where she evolved her position to incorporate all areas of the marketing mix, working on a range of fiction and non-fiction titles as well as the entire audiobook list, before leaving 7 years later to head up the marketing team at DBP. Since taking over the development of digital side of DBP's business 12 months ago she has built up the digital publishing list, set-up partnerships with developers, begun development of a number of apps and worked on building up the online presence of both the DBP and Watkins Publishing brands.

**Pete Osborne**

Pete Osborne is RNIB's Head of International Partnerships and Development and also chairs the Right to Read Alliance, which has a track record of successful partnership and collaboration with the book industry, central government and libraries. Pete is an avid reader who constantly craves for more books, magazines and newspapers to be accessible for people who can't read standard print. Digital publishing now offers huge potential, and everyone across the supply chain can play their role.

**David Smith**

David is Managing Director of Macmillan Distribution and a member of BIC's operational board. He has worked for Macmillan for 25 years, working his way through a chain of roles and responsibilities. Macmillan Distribution has annual sales values of around £300m from 45 thousand live titles split equally between client publishers and the parent group.

**Nick Townend**

Nick joined The British Library in 2010 as Head of Digital Operations and has played a key role in the development and implementation of a large number of workflow and digitisation solutions developed within the Digital Library. Nick has a degree in Photography, Video and Digital Imaging and extensive project management qualifications and experience. He has held a number of posts across the cultural sector at institutions such as the Science Museum and commercial broadcasting. He specialises in developing commercial partnerships and managing large scale digitisation and infrastructure programmes. He has worked on a number of JISC funded projects including News Film Online based at ITN News.

