Trevor Platt

Business Development Manager
Nicander Ltd, Teesside

ITS Software Development,
Support & Consulting Services

About Me

- 5 Years at Ford in Accounting
- Systems Analysis Degree in Bristol
- Industrial Placement at Prime Computer – Systems Administration and Sales Support
- Business Development (Sales) role with Serco in their software development group
- Intelligent Transport Systems Focus in 1991
- 25 years later working for Serco, T-Systems, Amey and now Nicander

About Nicander

- SME with 32 staff in Billingham, mainly software engineers.
- Complex IT systems and app development in the ITS Sector
- Delivered Sweden's National Traffic management System.
- Delivered Integrated Asset and Fault Management Systems for all ITS Technology across Ireland.
- Developed selective bus priority system for Dublin City.

About Nicander

- Developing Sweden's New National Motorway Control System (Agile development).
- Developing Management Information System for the new Mersey Gateway Bridge.
- Developing Interface software for England's new motorway control systems to integrate all legacy roadside equipment.

The Good Bits

- Mix of Office and Out-and-About
- Technical Challenges to support real transport problems
- Sales with a technical focus, long term sale, working with clients and partners for months and years to develop winning solution.
- Travelled the World – Japan, China, US, Canada, New Zealand, Australia (6 months), Philippines, UAE, Saudi Arabia, and Most European Countries.