

## Professional Biography



### Concerto Networks® Professional Biography

**David Gregory**  
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David Gregory joined Concerto Networks in February 2006 as a franchise owner in Bournemouth, Dorset. He brings more than 24 years of Information Technology (IT), business and leadership experience to his position with the company.

David first learned of Concerto Networks when evaluating other franchise operations in the market place and discovered it offered far more than any other propositions he had reviewed. David felt the product & services offerings were extremely attractive and broad in nature, and that the number of partnerships amazing, which indicated that the ability to deliver a wide range of solutions to clients is undoubtedly unrivalled in the market. He was attracted to the Concerto Networks overall value proposition and unique business model by offering all the technology solutions a small and medium sized enterprise (SME) business required. In addition, a corporate vision exists for future growth and development and this combined well with David's objectives to have the ability to control his own destiny, attain a lifestyle change and the desire to provide a service that was impossible to provide in a standalone small business environment. With his personal goals of adding value every day, building a profitable business, working with clients to understand their needs and being the one stop shop for the entire range of business technology solutions it was clear that these could be achieved with Concerto Networks, by simplifying business ownership for franchisees, providing them with complete training, front & back office support, strategic partnerships and professional marketing tools. He was impressed with the formula Concerto Networks had put together for providing a truly simple office for customers, allowing business owners to focus on their core business instead of worrying about technology. He also learned about the company's growth plans and goals to become the nationally and globally recognised provider of professional, outsourced business technology solutions. David began operations of his Concerto Networks franchise in April 2006, after completing intensive training at Concerto Networks University.

Prior to coming on board with Concerto Networks, David set up his own company Building Better Solutions in 2005 providing services to small businesses, which he has now integrated with the Concerto Networks franchise. Previously, he held positions of Chief Operating Officer at Stamford Associates, Neptune Investment Management and Orbitex Investments, Chief Financial Officer at Citibank Asset Management and HSBC Asset Management and as Financial Controller at Mellon Trust plus various financial positions at Libra Bank, Banque Indosuez and the accountancy firm Touche Ross since 1982. He has gained considerable experience learning how to utilise technology within companies and how to work with external IT vendors to achieve results. David has outside interests in music, football, gardening and involvement with charitable & voluntary work helping the local community. David earned a BA Honours degree in Geography at Oxford University and in addition is a qualified Chartered Accountant, member of the Institute of Directors, Fellow of the Securities & Investment Institute And Associate of the Business Continuity Institute.

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### **About Concerto Networks®**

Concerto Networks is an international franchise business providing professional, consistent-quality computer and business technology solutions to small and medium sized enterprises (SMEs), serving a critical function for this rapidly growing market. Concerto Networks goes beyond simple troubleshooting and repair, providing the same holistic approach to IT support and director level management enjoyed by large companies, while offering significant savings and value to SMEs. The company's model is to build an international business technology solutions network with the expertise, processes, systems and support necessary to provide high quality service to SMEs. Franchises are independently owned and operated by experienced business and technology professionals.