

# Curriculum Vitae – Andre Fabris

## PERSONAL DETAILS

NAME: Andre Fabris  
DATE OF BIRTH: 23<sup>rd</sup> January 1972  
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NATIONALITY: British/Croatian



## OBJECTIVE

As a flexible individual with vast experience in various IT sectors as well as 15 years of management experience and a genuine interest in software, mobile and IT related topics, I have a strong desire to continue my career in the IT sector. I have shown the capability to work on my own initiative, run my own businesses, to work within a commercial environment providing leadership and support for the team, partners and clients as well as assisting and advising with all facets of their work.

I possess a good ability to communicate with internal and external individuals on all levels, excellent capability to work to deadlines under pressure and to manage time and teams despite a high workload.

I am a highly motivated and organised individual and a team player, with a proven record of managing, organising, and encouraging the teams to achieve set scopes.

I show willingness to learn new skills and put the acquired knowledge into practice. I thrive in innovative and highly technical environments.

## CTO EXPERIENCE

I have a combination of software development skills across all platforms from mobiles to servers, client relationship and consultancy, sales, management, and entrepreneur skills and experience of running a number of businesses.

As such I was asked to join and become CTO of 4 start-ups, Cotown B.V. (NL), Mobs Ventures (UK), Blender (IT) and Tohcan (UK). All are my current employers except Tohcan.

In 4 years in Cotown, I helped designed architecture, develop, and launch circular economy platform based on private block-chain networks, while training and managing 2 teams of 3 and 5 developers. In 7 years with Mobs Venture, I helped them develop, launch, and maintain various B2C platforms. In couple of years with Blender, I developed MVP, got a small grant, and currently have advanced talks with investors.

## EMPLOYMENT HISTORY

2016

### **AppsForce B.V./Ltd - EXECUTIVE DIRECTOR**

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Present

My previous company was a purely customer orientated software development agency and as such I often felt lack of technical challenges, innovation, or real sense of contribution to society. Digital start-ups and SMEs are usually quite innovative; however, they lack tools to deliver their ideas to market and compete with big players. My idea was to develop AppsForce a modular platform as a service based on solutions from my old company. It had more than 40 modules, each one more complex and powerful than other. For example, one module was my version of Google Drive and Google Docs. Adding AI to analyse big data, truly understand the client's business and provide useful advice was my USP.

The idea was accepted in Brightlands Accelerator as one of 9 best ideas among over 800 that applied from all over the world. In 2017 I opened a Ltd company in London and in 2018 a B.V. in the Netherlands. I focused on 4 areas, social, health, energy, and agriculture.

In each sector I have won multiple grants from EU to develop the project and got customers from all over the Europe. There are literally 1000s of people using AppsForce right now, either booking a restaurant in Croatia or finding their next job opportunity in the UK.

In the Agriculture I invented, designed, financed, and developed a product called Animus. We worked with partners such as Wageningen and Open Universities, TATA Consultancy and many others. We were collecting farm data from soil to satellites using combination of software and hardware. That data was analysed by our AI systems on AppsForce Cloud, and we offered farmers a specific advice how to maximise yield and minimise resources used. This project got various grants from LIOF, OostNL and DIL.

In Health we developed product for automating bacteria culture growth called Ovation, epilepsy seizure detection wearable device called Alpha Brain and 99% accurate medical encyclopaedia in Arabic based on our AI translation engine and source texts from our partner National Health Service of the United Kingdom. Each product was either for clients (NestEgg) or financed via grants (MIT, RVO). Alpha Brain was so successful that they got 4 million EUR to run clinical trials in April 2023.

In Social segment we developed Metaverse project for Italian and Spanish clients (Blender Worlds), as well as circular local economy for Heerlen Municipality (Herleen Heitje), SME Digitalisation Tools for Dutch Government and lastly social network for disadvantaged and disconnected youth in the UK (Slenky). Heerlen Heitje got 2 million EUR grant from Horizon 2020.

In the energy sector we developed a platform that saves electricity and heating by using AI that learns inhibitors behaviours and habits, and then fixes bad behaviour and teaches good one. In this product we were part of Tiorc consortium which was awarded 3 grants, developing electrical, heating, and cooling sensors as well as our software.

All these projects and many others are build using the same SaaS/PaaS platform AppsForce. I have proved that I can deliver a mind-blowingly complex platform with limited budget and fit it in the various markets.

2006

### **Codeten Ltd - EXECUTIVE DIRECTOR**

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2015

I have started my company Codeten Ltd from my passion for development and mobile industry. I developed and published two games in the first year. In the following year we published three more releases.

During this time, I was approached by Research in Motion, and they invited me to join their team. I put the company on hold.

I have learned a lot from my time in Research in Motion and my entrepreneurial spirit led me to leave that company and resume my work in Codeten Ltd in 2011.

I have started with a small team, during the years it worked on more than sixty projects and developed more than hundred mobile applications, web sites, web applications and servers.

Our team now includes more than 40 top developers, designers, and other professionals. Our clients range from freelance photographers to global enterprises.

My role has changed from a founder and developer via project manager, head of mobile to the business director and strategist.

Nov 2008

### **Research In Motion - APPLICATION DEVELOPMENT CONSULTANT**

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Feb 2011

I joined the BlackBerry Developer Relations Group, and during this time I managed more than 200 partners in Europe.

My job consisted of three main parts:

1. I was responsible for supporting the mobile development activities of strategic partners and customers and was acting as a subject matter expert on custom mobile software development.

My job encapsulated guidance through the entire process of creating mobile applications from ideas, roadmaps, through development, testing, debugging, and profiling, to publishing and distribution.

2. Support of internal teams; Global Developer Relations Group, Global Alliances, Beta team, Technical Account Managers, Business Development Managers, Project Development Managers, Developers teams, Documentation teams, Developer Web site team, Developer Issue Tracker, Developer Forum, etc

3. As a Development evangelist, I did considerable number of presentations to the developer community at events such as Mobile World Congress Barcelona, Alliance Summits in Rome, London, Toronto and Orlando and European series of BlackBerry Developer events. I also handled a series of presentations on developing to journalists from all parts of Europe.

Nov 2006

**Woolworths plc - MANAGER**

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Mar 2007

I joined the company as a manager. I finished my extensive training at their Wembley branch, and after a short period at their Edgware branch, I took over the South Oxhey branch. I discovered that even one of the biggest retailers in the country cannot satisfy my career goals and so I decided to make a radical step and dedicate myself fully to IT and programming.

Apr 2004

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Nov 2006

**Maplin Electronics - MANAGER**

I joined the company as a manager. I worked in number of branches from Watford to Wood Green. I have created a proven record of accomplishment, with number of achievements in this company from various awards, training certifications and achievement of KPI targets. As I felt, I was not developing myself fully of my possibilities I decided to join Woolworths.

Sep 2002

**House of Electronics - IT CONSULTANT**

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Dec 2003

House of Electronics provides IT services to small and medium sized companies and individuals in Watford and London areas. My main role was creating strong relations with suppliers, business partners and customers. I took part in creating and implementing IT solutions for number of local businesses.

Nov 2000

**Computer Exchange - Software and Hardware Tester & MANAGER**

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Aug 2002

I started as a Computer Technician in the company's Testing Department. Two months later, I opened and run a section for Desktop & Laptop testing. During that period, I introduced new testing procedures, I tested all kinds of PC and Macintosh systems on all platforms, and I provided customer services such as on-site networking, advice, upgrades, etc. As I significantly improved all aspects of CEX's business, I was promoted to Manager in July 2001.

Mar 1997

**Velidub - Croatia - MANAGER & EPOS system developer and programmer**

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Oct 2000

I developed Velidub to become one of the leading providers of EPOS systems. The projects I worked on included projects for Croatian Coast Guards – Lighthouses, Syndicate of Croatian Post Office, Dental Centres – Radica and number of small hotels, restaurants, and café bars.

Nov 1994

**Frigos - Croatia - PROJECT MANAGER – Computer based systems**

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Feb 1997

I worked with company called Eliwell, manufacturer of computer based supervising systems. I designed 3 computer based supervising systems for the largest bakery in Sarajevo, the Telecommunications Centre in Pristina, and the Military Harbour in Ploce. My duties varied from the design of computer based supervising systems, cold rooms building supervision and programming software.

Nov 1993

**Naval Faculty – Croatia – Programming Tutor**

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Oct 2000

As the best student of "Basics of Programming", I become tutor to over 500 students over 7 years. This was my first experience as an entrepreneur.

## EDUCATION

Title	Date attended	School
<b>Mechanical Engineer Degree (Hons)</b>	<b>1993 - 1998</b>	University of Split, Naval Faculty Dubrovnik
<b>Various Courses</b>	<b>1991 - 1993</b>	Glendale Community College, UCLA, Mechanical University Zagreb
<b>Computer Technician Degree</b>	<b>1986 - 1990</b>	Computer & Mathematics School Sarajevo

## COURSES AND CERTIFICATIONS

Course Title	Date attended	Course Description
<b>Sun Certified Java Programmer (SCJP)</b>	<b>Apr 2008</b>	Java Standard Edition v 6.0
<b>J2SE Sun online courses</b>	<b>2006 – 2008</b>	Java Associate Certification Package Java Programmer Certification Package Whizlabs SCJP 6.0 and SCMAD courses
<b>Italian</b>	<b>2009</b>	Attended 2 courses at University of London
<b>Presentation skill course</b>	<b>2009</b>	Attended presentation and written communication course in London
<b>Internal Woolworths Training</b>	<b>2007 – 2008</b>	Management Training Scheme 13 weeks Managing Employment Issues Respecting Difference and Diversity
<b>Internal Maplin Training</b>	<b>2004 – 2006</b>	Finished all training modules provided by the company. Attended Sales Techniques, Tom Tom, Monster, and a few other training courses.
<b>First Aid – St. John Ambulance</b>	<b>2010 &amp; 2004</b>	Fully First Aid trained
<b>Dealing with Conflict training Course</b>	<b>May 2002</b>	Learned the skills and techniques for managing conflict effectively.
<b>Know the Law Training Course</b>	<b>Jan 2002</b>	Employment Law Trading Standards Law
<b>Stock Control and Loss Prevention Training Course</b>	<b>May 2001</b>	Storekeeping, stock control and stores management; Stock security, fire, and accident prevention.
<b>Health and Safety Training Course</b>	<b>Apr 2001</b>	Health & Safety at Work Act 1974 Management of Health & Safety at Work 1992 Manual Handling Operations Regulations 1992

## KEY SKILLS

### Business

Project Management  
Human Resources  
Market awareness & research  
Business Development  
Accounting  
Customer Relations  
Sales and purchasing  
Finance  
Grant Writing  
Team training & development  
Short, medium & long term planning

### Software Skills

**OS:** Windows, Mac OS, Linux, Android, iOS, DOS...

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**Languages:** Java, J2SE, Java ME, HTML, PHP, MySQL, JavaScript,  
• CSS, ASP, Basic, QBasic, Machine Code, MS embedded VB, C#, Python

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**IDE:** NetBeans, Eclipse, Visual Studio/Code, Android Studio, Xcode ...

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**Platforms:** Windows, Mac, Linux, Web, Unity, Unreal, BlackBerry, Android, iOS,

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**Tools:** Perforce, Jira, Subversion, Git, Node, Firebase, GitHub, Stripe ...

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**Server Software:** Apache, Nginx, MS IIS, Tomcat, MySQL, Postgre ...

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**Other:** Adobe Master Collection, Corel Draw Suite, MS Office Suite, EPOS, AV editing

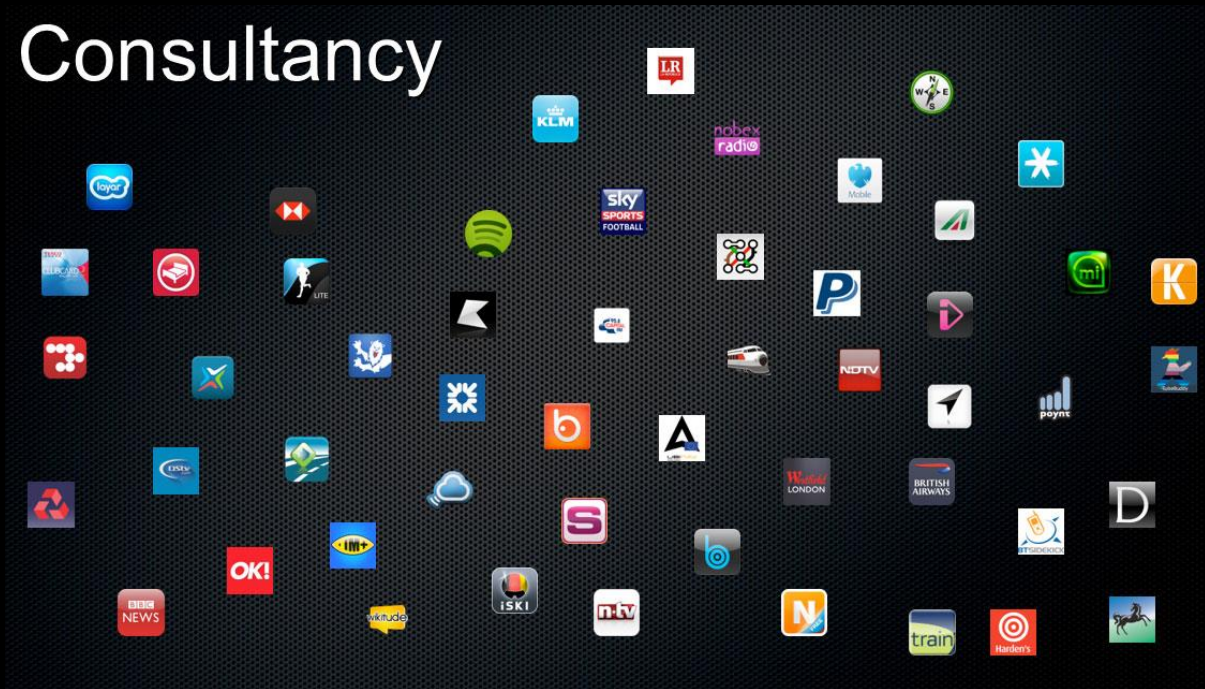
### Languages

English  
Serbian  
Croatian  
Italian



## REFERENCES

# Consultancy



[www.appsforce.co.uk](http://www.appsforce.co.uk)

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