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AUSTRALIA



Graeme Philipson is an independent consultant, analyst and writer specialising in high technology industries. Over a twenty year career he has become one of Asia-Pacific's best known and most respected technology market researchers, speakers and journalists.

Mr Philipson is in demand as a speaker at user and vendor IT conferences, and frequently achieves high ratings for the depth of knowledge and the humour and wit he brings to the subject. In the last two years he has spoken at over two dozen conferences in the Asia-Pacific region, including many keynote presentations. He frequently appears on radio and TV as a commentator on computers, and has conceived, promoted and chaired many major seminars and conferences in the computer, biotech and telecommunications industries.

He has written over 1000 articles and columns on information technology for many publications around the world. He has is author of three books and more than 30 published market research reports on the international IT industry, and has conducted many proprietary market research studies for vendors and computer publications. He is attempting to write more books on various subjects. He has also worked as a travel journalist, computer salesman, computer operator, and librarian. He has a BA in Political Science and Modern History from the University of New England, and lives in Wollongong, Australia.

Current and Recent Activities

- Managing Director, Connection Research Services (www.connectionresearch.info), market research and analysis of converging technologies.
- IT industry opinion columnist, *The Sydney Morning Herald* and *The Age* (Melbourne), weekly since 1999. <http://smh.com.au/technology/opinion/perspectives/>
- Editor, *Australian Guide to eBusiness*, CCH Australia. (2nd edition July 2002).
- IT industry opinion columnist, *Information Age* (Australian Computer Society official magazine), bi-monthly since 2002.
- Managing Director, BioLateral Group Pty Ltd (www.biolateralgroup.com), partially successful attempt to build a market research and bioinformatics consultancy.
- Contributor, *Australian Personal Computer* magazine (including definitive 10,000 word article on the history of the computer industry, December 2003 issue).
- Senior Research Associate, Asia Pacific, Butler Group (www.butlergroup.com), leading UK-based IT industry analyst company.
- Frequent speaker at IT, communications and biotech industry events. On books of three celebrity speakers' bureaus.

Previous Activities

- 1992-99: Co-founder, Research Director and Editorial Director of Strategic Publishing Group (SPG) and its Strategic Research division (Non-Executive Director after 1996). Founding editor of SPG's *MIS* (Managing Information Strategies) magazine, and originator of Strategic Research's unique user-based research program (acquired by Gartner in 1996). SPG operated in Australia, New Zealand, Singapore, the UK and India, and was acquired by leading Australian publishing house John Fairfax in December 1999. The company was founded with four people and \$US30,000. At the time of acquisition there were over 100 staff, and annual revenues were over \$US7 million. Headquarters were transferred from Sydney to Singapore in 1997. Extensive world travel.
- 1996-98: Director, Demand Research, Asia-Pacific, Gartner. Joined after Gartner acquired SPG's Strategic Research division (see above). Gartner's senior analyst in Australia, member of Asia-Pacific management team during Gartner's massive late 90s Asia-Pacific expansion phase. Based in Sydney and Singapore. Extensive world travel.
- 1993-96: IT industry opinion columnist in the computer section of *The Australian* newspaper. Then and now the world's largest weekly computer supplement. When he left, the article announcing his departure read like an obituary (but he lives).
- 1994: Founding President, Australian Computer Museum Society. Australia has the world's second-best collection of computer memorabilia, but there is no display space. The society lives.
- 1991-95: Asia-Pacific correspondent for *Software* magazine (Westboro, MA). The magazine's first voice in the region.
- 1989-92: Founding Editor, *True Blue* magazine. Australia's only magazine on IBM mainframe and midrange computers. Founder, CMP Research (sold to SPG in 1992). Extensive world travel.
- 1988-92: Freelance IT journalist. Staff writer for analyst firm CTR (Charleston, SC). Author of *Implementing CASE Technology* (ISBN 0-927695-63-4), *Mainframe Wars* (ISBN 0-927695-71-5), and *IBM's ESA Strategy* (ISBN 0-927695-78-2). Australian distributor for CTR's material.
- 1987-88: Editor, *Computerworld Australia*. At that time, the industry's journal of record.
- 1985-87: Freelance IT journalist. Senior Consultant, IDC Australia. Senior consultant, Focus Research (independent Australian IT research company).
- 1984-85: Conference Product Manager, MTE. Australia's leading IT seminar company.
- 1983-84: Research Manager, Yankee Group Australia. The Gartner of the 80s.
- 1983: Travel journalist, Gareth Powell Pty Ltd. Lots of fun, no money. Extensive world travel.
- 1983: Founding editor, *Australian Apple Review*. Early days in Australian IT journalism.
- 1981-83: Sales manager, Zofarry Enterprises. Australia's most innovative Apple dealership.
- 1980: On The Road in the USA. Nine remarkable months. Met first wife and US culture.
- 1978-80: Computer salesman, Burroughs Corp. and Apple Inc.'s Australian distributor. Personally sold Australia's first ever retail copies of VisiCalc and dBase II.
- 1976-78: Computer operator, Esso Australia and Citicorp. "Computers are the future".
- 1972-75. University of New England (Armidale, NSW, Australia). Distinction in UNE's inaugural Political Science degree – first graduate from UNE in that subject. Cataloguer in UNE's Dixon Library – information junky at an early age. Eventually awarded a BA for intermittent work.

INTERESTS: History and Futurism, Travel, Country and Classical Music, Poetry (writing and appreciation), *Die Deutsche Sprache*, Dogs, Good Food and Drink, 8-Ball Pool, Cricket, Rugby, Baseball, Chess.

A Google advanced search on "Graeme Philipson" yields over 1000 results.

**References available on request. See also:
www.philipson.info/page/testimonials.html**