



# BIC Supply Chain Seminar

**London Book Fair 2013**

Cromwell Room, Earls Court Exhibition Centre  
Warwick Road, London, UK, SW5 9TA.

## Speaker Biographies

#bicscs2013

### Andre Breedt, Head of Publisher Account Management, Nielsen BookScan



Andre Breedt is Head of Publisher Account Management at Nielsen BookScan. His background is in book retail and market research. Since joining Nielsen BookScan he has worked on projects ranging from analysing the Chinese book market to library borrowings. Currently he is focusing on analysing the digital market and what that means for publishers. He was identified as a "Rising Star" of the book trade in 2011 by the Bookseller.

### Tom Chalmers, Managing Director, IPR License

@Tom\_Chalmers

Tom Chalmers set-up Legend Press in 2005: a book publisher focused predominantly on mainstream literary and commercial fiction, as well as publishing a small number of non-fiction titles. Chalmers has been shortlisted for UK Young Entrepreneur of the Year, UK Young Publisher of the Year, UK Young Publishing Entrepreneur of the Year, and long listed for the Enterprising Young Brit Awards. In 2008, Chalmers acquired a further publishing company, Paperbooks Publishing, run from the same office, and at the start of 2010 launched Legend Business, a business book imprint. In 2012, he launched new venture IPR License, the first global and digital a platform on which to list and license literary rights. Chalmers also speaks regularly on publishing and business and is an Enterprise Ambassador for the Prince's Trust.



### Joanna Crookshank, VAT Senior Manager, Ernst and Young



Jo has been a VAT specialist for over 10 years. Jo joined Ernst and Young in 2005, working specifically with telecommunications and media and entertainment businesses. Jo is the indirect tax advisor for a number of multinational businesses. Jo has represented clients at a European Commission level on the 2015 VAT changes which will have a significant impact on media and entertainment, telecommunications and technology companies.

### **Emad Eldeen Elakehal, Managing Director, Elkotob.com Ltd**

Emad Eldeen is the co-founder and Managing Director of Elkotob.com Ltd; a technology company based in Egypt. Elkotob.com is focused on the creation of book-centric computer systems and the localisation, implementation and promotion of various book international standards in the MENA region. Emad Eldeen is also the CTO of The Book Depository Ltd, a UK based online bookseller with one of the largest catalogues in the world. Both Elkotob and The Book Depository are Amazon companies. Emad worked for over 16 years in developing IT systems with particular interest during the last 10 years in scalable distributed data structures, and self-managing e-commerce and supply chain systems.



### **Michael Healy, Executive Director, Copyright Clearance Centre**

Michael Healy is the Executive Director (Author and Publisher Relations) at the Copyright Clearance Centre. Prior to joining CCC, Michael was Executive Director of The Book Rights Registry and previously Executive



Director of the Book Industry Study Group (BISG). Before moving to the United States in 2006, Michael worked for more than 20 years in the publishing industry in the UK, spending most of that time in senior editorial, sales and distribution roles in digital publishing. For much of his career, Michael has been closely involved in the development of standards for the international book trade, and is particularly associated with standards for metadata, product information and electronic commerce. He has been Chairman of the International ISBN Agency, a Director of the International DOI Foundation, and he led the international ISO committee that developed ISBN-13.

### **Colin James, Deputy Managing Director - Distribution, The Random House Group Ltd.**

Colin has been with Random House for 10 years in a range of senior IT and Distribution roles, with a strong focus on project deliverables, change management and above all Customer Services. The majority of Colin's background has been in retail supply chain both domestically and Internationally, including; Services Director (EMEA) for a US software company (Retek), as well as managing complex change programs across multiple retail sectors for Disney Stores ( Europe) Ltd, and The Body Shop International PLC



### **Mike Lambourne, Executive Director Indirect Tax, Ernst and Young**



Mike is a VAT specialist with over 40 years of experience. At HM Customs and Excise, Mike held a wide range of policy briefs including international services and e-commerce. Since joining Ernst & Young in 1997, he has provided specialist advice to multinational companies principally in telecommunications and media.

### **Karina Luke, Executive Director, Book Industry Communication**



Karina has worked in the publishing industry since 1993: 5 years with Dorling Kindersley, followed by 12 years at Penguin where she was the Digital and Data Supply Chain Manager. She joined BIC as its new Executive Director in February this year. Previous publishing industry roles have included international sales/rights, customer operations and stock management. She has a wealth of operational & data experience in both the physical supply chain and the digital supply chain and is passionate about metadata & process improvement.

### **Bill Rosenblatt, President, GiantSteps Media Technology Strategies**

Bill Rosenblatt is president of GiantSteps Media Technology Strategies ([www.giantstepsmts.com](http://www.giantstepsmts.com)), a consulting firm whose clients include publishers and digital media technology companies ranging from startups to Global 500. Bill brings publishers expertise in areas such as content management and distribution, cross-media strategy, digital rights, and content monetization models, and he provides technology vendors with market strategy, business development, and product management services. Bill publishes the blog Copyright and Technology and chairs the Copyright and Technology conferences in New York and London.



Before founding GiantSteps in 2000, Bill was chief technology officer of Fathom, an Internet content and education company backed by Columbia University and other scholarly institutions. He has been a technology and new media executive at McGraw-Hill and Times Mirror Company, and he served as manager of strategic marketing for media and publishing at Sun Microsystems. He was the architect of Moody's Investors Service's digital publishing platform in the pre-Internet early 90s.

### **Andy Willis, Business Development Director, The Random House Group Ltd.**

Andy has been with Random House Distribution for 4 years, initially as Client Services Director based at GBS. For the last two years Andy has been the Business Development Director concentrating on client development and new business opportunities within GBS and TBS. Prior to this he worked for Entertainment UK for 15 years, latterly as Head of Books, working with Publishers and Supermarkets. Previous roles include Business Unit Manager working with Tesco and Morrison's. Andy working life has been in Sales / Business Development with an equal focus on supplier and customer relationships.



### Howard Willows, Senior Manager, Data Development, Nielsen BookData



Howard Willows has worked in the book trade since 1987, in the areas of bibliographic aggregation; data quality and library supply, in both the UK and Australia, and has been closely involved with the development of industry standards during that time. He was primarily responsible for the initial release of the BIC Standard Subject Category scheme in 1996 and has been Chair of the Review Committee ever since. He has been involved in the development of ONIX from its inception, and has chaired the UK ONIX Group since 2002. At the London Book Fair 2011, he launched an initiative to develop a single subject classification scheme for the global book trade, which has now evolved into the Thema project.

### Len Vlahos, Executive Director, Book Industry Study Group (BISG)

Len Vlahos is the Executive Director of the Book Industry Study Group, a national not-for-profit trade association whose mission is to create a more informed, efficient, and empowered book industry. Prior to joining BISG, Len spent nearly 20 years at the American Booksellers Association, where he has served as ABA's communications director, e-commerce director, education director, and most recently, chief operating officer. Len has worked for Internet marketing pioneer Yoyodyne, and for Kratz & Co. public relations. Prior to joining ABA, he worked in independent, chain, and university bookstores.



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