

m. +353 87 2253333

e. [brendan.mckenna@virtualcto.ie](mailto:brendan.mckenna@virtualcto.ie)

w. <https://virtualcto.ie>



VirtualCTO



## Virtual CTO Services

CI/CD Pipeline Implementation Management

Product Management

Roadmap Development

Project Management

Business & Technical Requirements Analysis

Software Development Life Cycle Management

Pre-sales Technical Support

Process Consultancy

Technical Writing

## Virtual CTO Services

### Why should you use them?

You are a start-up, you have got your first round of funding and now you want to press on to commercialisation of your idea. You know its unique selling points, the size of the market and where you want the idea to be in 12 months or less. However you have not been here before. Whatever about sales & marketing, financial control and knowing your customers the issue remains: the customers want this but when you talk to developers they ask questions you cannot relate to the ideas the customer has. What you need is to be able to match your business requirements to the technical requirements of the product development.

This is where virtual CTO services come in. You don't have enough money to hire a full time CTO and you are not even sure you need one anyway. However you do need someone to come in for a few hours a week and answer some technical questions. Is the software development house you are using the best one? How do I make sure they will deliver what they say they will, when they say they will? What are they delivering exactly anyway? What about this term called agile? Should I be hosting my product in the cloud? What do they mean when they talk about DevOps?

If this sounds like you then call us today!

### CTO Services

We supply top quality virtual CTO Services on a monthly subscription basis.

For a fixed monthly fee\* you get:

- The right to use the virtual CTO as your company CTO on all internal and external correspondence.
- 8 hours\*\* of virtual CTO on site or off site consultancy per month on a subject of your choice from the selection in the left panel (or other specific project related consultancy as agreed).
- Try before you buy. Why not meet up – the first hour is free!
- \* Payable monthly in advance..
- \*\*Additional hours are available on a per hour basis invoiced at the end of the calendar month in which they are availed of.
- Prices on request. T's & C's apply.

**Top Quality Virtual CTO Services**

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## About the CTO

CTO and Technical Director at four start ups since 1999 with over 30 years experience in ICT related technologies. Start up and corporate business experience at retail, auto-id (RFID & barcodes), mobile radio and telecommunications related businesses. Brendan specialises in business and technical requirements gathering and analysis, technical/ operational management, and technical design architecture and drafting of complex business systems.

DevOps CI/CD pipeline implementation, ITIL, PMP, mobile internet and smartphone application development management, agile management methods, Telecommunications and Internet Security (Public and Private Key Security Systems), 3GPP and ETSI standards.

### Case Study: 10n2 Technologies – Anti-Distracted Driving Apps and Central Device Management System

*From the first time the idea was framed, through several pivots and finally to commercial reality, this suite of mobile apps & CMS required a high level of technical proficiency. The CTO managed every aspect of the product design and project management, documentation writing, agile software development with both onshore and offshore teams and successfully delivered the product to the market.*

Service Type	Technical Product Management	Technical Project Management.
<b>What is it?</b>	Requirements Analysis, system design, coding and testing management, pre-sales technical support, product roadmap management.	The application of knowledge, skills, tools and techniques to project activities to meet the project requirements.
<b>How is it used?</b>	Stands between the customer and the developers and translates the customer's business requirements into technical design. Develops the roadmap and recommends the technical methods to be used to get to a commercial product.	To bring an idea from concept to commercial reality. Ties together all the technical aspects of the commercial delivery of a product and ensures these are delivered on time and within budget. It takes into account the scope, quality, schedule, budget, resources and risks associated with the start up.
<b>What expertise is required?</b>	Needs expertise in software development management and customer facing skills. Innovative and experience dealing with fast moving technical environments.	Project management in a complex technical environment requires a good technical understanding of the products being delivered and of the different ways they can be delivered.
<b>Expert's Experience</b>	Carried out the requirements analysis, design, software development management, testing and commercial delivery of several commercial products.	Over 15 years of the project management and delivery of technically complex products and solutions.