

From Silicon Valley to Silicon Fen to ScaleUp Group ..

Leading software entrepreneur Martin Fincham joins ScaleUp Group to pursue his passion to #GrowGlobalChampions

Global Enterprise Software Executive **Martin Fincham** has joined **ScaleUp Group** (www.scaleupgroup.co). **Martin** is adding his remarkable 30 years of industry and entrepreneurial experience to **ScaleUp's** team of leading technology entrepreneurs (over £4billion in exits) - formed to #GrowGlobalChampions from the UK tech sector.



Martin founded his first software company aged 24, sold it for a “lucrative amount” and then worked in Silicon Valley for 5 years. He was most recently CEO of LANSAs, a global B2B software vendor (with 200 staff across 13 offices serving 8,000 customers in over 65 countries) where he delivered a seven fold increase in EBITDA.

Martin said: *“I stepped-down from corporate life in Nov 2017 to pursue my passion of helping early-stage UK technology companies accelerate their progress and maximise their global potential. I now finally have the time I need to professionalise this work and the **ScaleUp Group** provides me with the ideal vehicle.”*

John O’Connell, Chairman at **ScaleUp Group** said : *“I’m delighted that **Martin** has joined us, becoming our 20th member. He has impressive entrepreneurial credentials reinforced by his time spent in Silicon Valley. **Martin** has a remarkable CV. He is undoubtedly a major asset to **ScaleUp Group** plus any of our clients to whom he provides advice and guidance.”*

Martin is an expert in global go-to-market strategies, delivering operational excellence in B2B sales and his deep technical expertise allows him to connect with engineering teams, technical founders and investors/boards alike. **Martin** is an ex-board member and current associate of the **Cambridge Angels Network** during which time he has mentored several portfolio companies (and now sits on the board at Wazoku (B2B Software)). He is also an Operating Partner at New Model Venture Capital where he advises across their portfolio of early-stage software companies.

Martin is the 6th recent addition to **ScaleUp Group** along with **Adam Hale, Craig Penfold, Graeme Mair, Malcolm Thorp and Tim Gregory** giving **ScaleUp Group** clients access to their extraordinary wealth of leadership experience, specific executive skills, connections and personal investment to improve **ScaleUp** growth outcomes.

About ScaleUp Group

ScaleUp Group was formed by experienced entrepreneurs to “Grow Global Champions” by offering unrivalled knowledge, insights and connections to technology companies who have the ambition to #ScaleUp. Previous Exits achieved by ScaleUp Group members = £4 billion+

ScaleUp Group is an originating partner of the Great British ScaleUp programme and has developed the ScaleUp Growth Index to quantify and compare the potential of technology ScaleUps.



Contact: Paul Excell, paul@scaleupgroup.co +44 7860 615395 (www.scaleupgroup.co) @PaulExcell #GrowingGlobalChampions

Issue : 28th February 2018