



**atom cto**

Technology Advisors to Business Owners



“ We want to improve the quality of tech advice given to SMEs ”

## Our Story

The seeds of Atom CTO were sown in a small town called Kristiansand on the south coast of Norway in 2010 when co-founders Sam Noble and Bhairav Patel joined forces to work with a local incubator that was mentoring and supporting early stage startups. They worked as tech advisors, lending their technical, operational and strategic expertise to help entrepreneurs that had no tech experience.

After working for award winning startups in a variety of sectors Sam and Bhairav joined forces once again in 2017 to start Atom CTO as a company dedicated to helping entrepreneurs and small business owners navigate the often opaque world of IT. This time they were not alone and were joined by a highly skilled personnel that they had recruited and worked alongside for the past decade.

Kristiansand, Norway.

### ***Our mission***

*To help business owners **implement technology within their organisation that can drive that business forward** but to do it in a way that follows the business strategy and is mindful of costs, timelines and the impacts technology can have on employees.*



## Why Use Us?

If you are a business owner asking any of the following questions then talk to us to explore the answers:



### Startups

- Do you need help visualizing and building your technology platform?
- Do you have difficulties in raising investment without a CTO?
- Do you need help building and managing your tech team while trying to start your business?
- Do you have ideas and questions you need to explore with a specialist before making the big decisions?



### Small Businesses

- Do you need help creating a long term tech vision for your business?
- Are you looking to strengthen or replace your current tech team?
- Have you had a change in your business strategy that requires a change in your tech strategy?
- Are you looking for someone that can talk to you about technology in a language you can understand?



#### At a Glance - Our Services

- Formulate Strategy and Roadmap
- Source and Manage Vendors
- Recruit CTOs and Developers
- Manage Technical Resources
- Develop Mobile and Web Apps
- Code reviews and IT health checks



“ We firmly believe that technology should be seen as a driver for growth and not just a cost-centre within a business ”

## How can we help?

Taking on a new technology partner is not a small undertaking and we understand that there has to be a level of trust created before any engagement can start. Over the years we have developed a process and methodology of working with clients to ensure that we are the right fit for the business and that the services we offer can fulfil their needs.



## Our services

### Setting Strategy and Building Roadmaps

We have worked as CTOs in large multi-national organisations as well as in high growth startups that have raised significant funds and expanded globally. Our roles have of course required technical knowledge but have also required us to have a strategic and operational mindset. Over the years we have had to build a good understanding of how businesses work so we can marry the technology strategy with the business strategy.

As part of our CTO advisory service we work with the leaders within an organisation to set strategy and build an operational model that will support the business goals and needs. We know that budgets are not limitless and that there isn't always the time to perfect a product or service before it is put out on the market.

#### ***Raising investment***

*For companies raising investment, Atom CTO works with the leadership team to create the pitch deck, take part in meetings and be named as the CTO for the company.*

### Reviewing IT Operations

We know that businesses may not have received the best advice when starting up or may have been restrained by budgets or the resources available to them. Our job is to take a look at what you already have and give you open, practical advice as to whether what you have will work for what you need. We rarely tell you to throw everything away and start again because we understand that is not always the practical or sensible option.

When we look at tech platform we aren't just looking at how the code is structured or whether it conforms to industry standards. Our first step in any code review is to sit down with the business to see what they want the technology to achieve and we assess it through that lens. We take a look at all aspects of the platform, how it was developed, how it can be maintained, how it can be expanded and importantly how it is supported. We will identify the critical risks to your business within the technology platform and prioritise any actions to mitigate those risks.

## Our services

### Developing Technology Solutions

We have well over 50 years of combined experience in building technology platforms across a range of industries. We have developed and managed the build of mobile and web applications of varying complexity and are confident that we can work with you to create your vision.

Where necessary we will work with you on selecting the right vendors for a project and will manage their resources directly in order for your team to concentrate on those areas of the project where their expertise can be used to the fullest.

#### ***A Bridge Between IT and the Business***

*We talk the language  
of business and can  
help you translate  
your vision to the  
technical team*

### Creating Teams

Recruiting technical team members is hard and requires specialist knowledge and experience. Not all techies are born to lead and not all leaders need to be technical. We have recruited teams across the globe and understand the significant cultural differences that can play a part in whether the team you build or hire externally will work out in the long term. We also know that the team that built your initial tech platform may not be the best team to lead it forward.

We've worked within all stages of business lifecycle from just starting out to rapid expansion. We have built IT operations that have crossed borders and time zones and seen all the benefits and pitfalls that expansion can bring. We know how to manage remote teams and importantly we know how to ensure that remote workers still stay in tune with the business so they don't lose sight of the bigger picture.

## What have we done for others?

### FinTech Startup

A Dublin based FinTech commissioned Atom CTO to build and manage a technology platform providing invoice financing to SMEs. Atom worked with the founding team to identify requirements and then build the client application to receive funding requests and the back end application to manage them. Atom CTO has been a long term partner with the business who have successfully raised funding with us acting as virtual CTO.

#### Services provided

- CTO Advisory
- Application Development
- Assisting Equity Raise

### Charity

Atom CTO is proud to have worked with an award winning charity helping children of underprivileged parents get the best start in life. Atom CTO works with the charity as a tech advisor on the new build of their NHS accredited app that will digitise the Child Health Care Record. Atom has been instrumental in coaching the leadership in technical project management as well as outlining the technical roadmap and selecting vendors to build the app.

#### Services provided

- CTO Advisory
- Vendor Selection

### EdTech Company

Atom CTO were approached by the founders of an EdTech to build an online mobile and web platform to bring together parents with tutors. The founders had no technical experience and so Atom CTO worked with them to identify the business requirements, build a roadmap and recruit vendors that would be able to build the app alongside our in-house team.

#### Services provided

- CTO Advisory
- Project Management
- Vendor Management
- App Development
- Team Build
- Assisting Equity Raise

### Online Retail Marketplace

We were approached by a London based online retailer that had outsourced the build of their platform and were having technical issues scaling the platform. Atom CTO conducted an initial review of the platform and infrastructure and worked with the company to implement the changes recommended on a staged basis.

#### Services provided

- CTO Advisory
- Technical Review
- App Development
- Team Build
- Assisting Equity Raise



## Prices and Packages

Initial consultations are always free. From our discussions we will put together a statement of work that will outline the services and deliverables we will provide along with the estimated timelines. Here is a list of indicative pricing for some of our services:

Software Development		Technical Review	
<ul style="list-style-type: none"><li>• Requirements Workshop</li><li>• Functional Specification<ul style="list-style-type: none"><li>• Vendor Selection</li></ul></li></ul>	<hr/> <p>£ 1,000 to 3,000</p>	<ul style="list-style-type: none"><li>• Code Review</li><li>• Infrastructure and Operational Review</li><li>• Commercial Due Diligence</li></ul>	<hr/> <p>£ 1,500 to 3,000</p>
Virtual CTO Packages			
<h3>Retainer</h3> <ul style="list-style-type: none"><li>✓ 1hr review meeting per month</li><li>✓ 3hrs of document review, email response</li></ul> <hr/> <p>£ 600 /month</p>	<h3>Virtual CTO</h3> <ul style="list-style-type: none"><li>✓ 4 hours of review meetings per month</li><li>✓ 4 hours of document review, email response</li><li>✓ Use of our names on investor and marketing materials</li></ul> <hr/> <p>£ 1,200 /month</p>	<h3>Interim / Fractional CTO</h3> <ul style="list-style-type: none"><li>✓ For companies needing more hands-on advice</li></ul> <hr/> <p>£ Request Quote</p>	
<p>Additional hours are charged at £150 per hour</p>			





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**Contact Us or Book a Consultation**

**Thanks for taking the time to read through our brochure!**  
If you would like to know more about us then listen to our podcasts

**Sam Noble**  
<https://cutt.ly/ayE53Eq>

**Bhairav Patel**  
<https://cutt.ly/qyE6rJa>

[info@atomcto.com](mailto:info@atomcto.com) 

[www.atomcto.com](http://www.atomcto.com) 

[www.linkedin.com/showcase/atom-cto/](https://www.linkedin.com/showcase/atom-cto/) 

[www.calendly.com/atom-ventures/atom-cto-free-consultation](https://www.calendly.com/atom-ventures/atom-cto-free-consultation) 