

NEWS

EU MOBILE OPERATORS - BLIND AS BATS?

In response to the recent press regarding EU Mobile Roaming Charges, Aaron Powers, Head of Business Development at Vyke, the VoIP mobile supplier, believes that the EU regulation of mobile roaming fees is the best thing that could happen to a mobile operator. He comments:

"The GSMA (global trade association representing more than 750 GSM mobile phone operators across 218 territories) recently released data showing that a 25% decrease in data roaming costs between April 2007 and April 2008 increased consumer usage by 75% (a price/demand elasticity that virtually any other industry should covet). So why exactly are these same mobile operators grumbling about an EU mandated cut in roaming data charges?

Every shareholder in Vodafone, O2 et. al. should be forming a picket line in Brussels in support of mobile roaming fee caps. While this may sound counter-intuitive, the overwhelming majority of mobile operators have failed at developing their business strategies in response to market evolution. They have failed to address the growing penetration rates of smart phones, failed to address the growing popularity of mobile software and services that utilize the mobile data channel and, resultantly, they have failed to address the growing demand for mobile data access at reasonable prices. Since these market factors have gone unaddressed, and since they don't seem to pay attention to their own statistics, the threatened EU regulation could just be the medicine that this industry needs.

Mobile operators have a spectacular crutch – voice and SMS. These provide the overwhelming majority of revenues for mobile operators located in the EU. For Vodafone, for instance, these totalled over 87% of their revenues for the year ended March 31, 2008. However these are also the services that will be the first to be cannibalized by new technologies such as peer-to-peer messaging and mobile Voice over Internet Protocol.

The immediate implication is that established mobile operators are facing a growing direct attack on their revenues. What the mobile operators need to do is cast off their crutch and start innovating according to consumer demand. This means encouraging mobile data use, enabling 3rd party mobile service and content providers and, finally, stop charging so much for the connectivity that it kills any good idea before it starts."

INTEREST RATE STATUS QUO A "MISSED OPPORTUNITY"

Following the decision by the Bank of England to keep interest rates at 5%, the Forum of Private Business (FPB) is calling for the cost of borrowing to be cut in time for October's Pre-Budget Report, in order to stimulate the growth of small businesses struggling as a result of the credit crunch.

"While it is pleasing that the Bank of England's Monetary Policy Committee has ignored calls from some quarters for interest rates to be increased, maintaining the *status quo* like this can be seen as an opportunity missed," said the FPB's Finance Director, Nick Palin. "Lowering interest rates would have been a confidence booster and a clear signal to entrepreneurs that something proactive is being done to support their businesses in the face of the global economic slowdown. In this environment, tackling threats to the growth of small businesses outweighs the risk of inflation."

Although rates have been successively cut since July 2007, they had increased steadily in the previous three years. Research carried out by the FPB in the first quarter of 2008 revealed that 59% of the small-business-owner respondents believed that spiralling interest rates had had a 'negative' or 'very negative' impact on investment. In addition, 74% with both overdrafts and loans reported an increase in lending rates during the previous six months.

The difficulties many small firms are experiencing in obtaining credit can be made even worse by the failure of some larger organisations to pay them on time – if at all – for goods and services, or when payment terms are forcibly changed mid-contract. A commitment to reducing interest rates in the run-up to the Budget would be an indication that these issues are being taken seriously.

The FPB's research in the first quarter of 2008 found that most of the smaller businesses surveyed were pessimistic about the prospects for future growth, with only 28% expecting sales to grow. Just 16% anticipated greater investment, and 12% an increase in employment. With economic uncertainty a disincentive to investing in businesses, the FPB believes that a cut in interest rates would be a shot in the arm for small firms and the economy as a whole.

WORK OPPORTUNITIES

CHECK TEAM LEADER

Already a market-leader in the provision of Security Consultancy to external clients this company is now looking to add to their penetration testing team. This is a great opportunity to join one of the biggest CHECK teams in the UK. The client possesses List X status with a very impressive client list in both the public and private sector.

You will be an experienced CHECK Team Leader with the full IT Security Health Check skill set. Programming experience would be desirable as would previous experience of training/mentoring. Your role will be:

- To deliver CHECK work the company is contracted to supply to the standards required by the client and CESG within timescales.
- To deliver all non-CHECK work to exacting standards of the client within timescales.
- To be responsible for quality and accuracy of work.
- Supply training and mentoring to CHECK team members sufficient to progress to the CESG CHECK assault course
- Support the maintenance of the Pen Test Lab ensuring that all equipment is current and fit for purpose
- Identification of business opportunities that are of benefit to the client including technical input to responses for pen test related activity.
- To be comfortable working from home but also capable of working as part of a team.

Home Based/Any Of Clients Many United Kingdom Offices. Salary up to £85,000 + benefits.

<http://tinyurl.com/5e3tcj>

ACCOUNTS & FINANCE QA ANALYST

Are you a qualified or part qualified Accountant/Accounts assistant or Bookkeeper who is looking for a new challenge and fancy a change within the finance industry?

My client is one of the UK's leading suppliers of financial management systems and they are seeking someone to work alongside their Accountancy systems development team and act as a

Quality Assurance Analyst. You must have at least 5 years exp of working within an Accounts/Finance department and be able to provide a user's perspective on new systems design and usability.

My clients are in Cobham, Surrey but this role can be **home based** for 75% of the time with occasional visits to the office so location is not important. Ideally you will have a good background and knowledge of at least one Financial Management system, eg, Sage, Peoplesoft, HRMS, Open Accounts, Pegasus, Kerridge etc although full training will be provided. Any accreditation such as ACCA, CIMA or CIPFA would be of particular interest as would ISEB but not essential.

This is not a heavily technical IT role and does not require programming experience but you must have that accountancy background. This is a new role within the company and they are able to offer an attractive salary package to attract the right person.

Salary £35,000 + benefits. <http://tinyurl.com/5d424m>

JAVA J2ME CONSULTANT

I am looking for a J2ME Developer for one of my clients based out of the Leeds area. The ideal candidate must have specific experience of developing Mobile Applications, and this role can be conducted remotely! The role is very short term - 2-3 weeks, and could be a very good stop gap in between contracts to keep you in work.

Home based. <http://tinyurl.com/57xz8c>

WEB DESIGNER/DEVELOPER

A Web Designer with Silverlight/Expression Blend knowledge is required by my Cheshire based client, although can be **home based**. You will need excellent graphic/creative skills and preferably have experience of creating User Interfaces. Any experience of using Expression Blend when designing/developing the Interfaces would be ideal. The development skills that would be useful are Silverlight, Expression Blend, Visual Studios 2008, .NET, Flash, Xamal and Jsan.

Contract 3-12 months. <http://tinyurl.com/6o6dmb>

REDDOT DEVELOPER

RedDot Developer/Consultant required with strong RedDot Content Management System, CMS, Web, media, Internet, Extranet, Website Development, HTML, JavaScript, SQL 2000/2005, Ideally C# or C#.NET development.

This role can either be **home based** (working remotely) or based out of Leeds or London. One of our leading Clients is looking for a number of Developers/Consultant.

This will be working on a wide range of projects, across a number of high profile Clients, you will be involved in all areas of development, creating templates, working with the content management systems and producing a high quality level of work.

Initial contracts will be 6 months with possible extensions. £200 - £280 per day.

<http://tinyurl.com/5kcsqn>

ECOLOGIST

This successful consultancy requires an Ecologist to **work from home** in the Midlands region. You would form part of an existing national team of ecologists and support an expanding workload in the Midlands. This is an ideal role for someone looking for the freedom of being able to work from home, with the security of belonging to an established consultancy with plenty of work.

Ideally you will be a competent and experienced field naturalist with knowledge of Phase 1 habitat surveys and survey requirements for various protected species. You must be highly motivated and willing to address yourself to the challenges of ensuring that biodiversity and ecology issues are addressed appropriately in a wide range of developments. Experience in ecological survey and appraisal or habitat management is essential. Experience in developing mitigation strategies and Environmental Assessment would be desirable. Typically you should be self motivated, an effective Report Writer and have a sound ecological understanding coupled with the desire to apply this to issues in the wider world. A valid driving licence is required. Salary £25,000 - £33,000 + benefits. <http://tinyurl.com/5jesoo>

PART TIME PATIENT INFORMATION - CHAT MODERATOR

This is a **home based** role with up to one working day each month at the office. We are now seeking a passionate moderator to join our team responsible for moderating Cancer Chat. The role will include reading new posts on the forum and ensuring our moderation policy is followed. This will include ensuring people stick to the forum's terms and conditions, highlighting misleading posts to our nurse team, and responding to users' feedback.

Initially 6-7 hours a week, split across three shifts, covering early mornings and evenings. Rotas will change each week, on a three week cycle, with moderators working some hours two out of every three weekends. Moderators will sometimes be required to work additional shifts to cover people's holiday and sickness. Hours and shifts could increase as the forum grows.

We are looking for someone who is empathetic and has the ability to cope with emotional content. Your key strengths will include written communication, attention to detail and time management. You will have experience of working alone, using the Internet and ideally, online forums. 6 month contract. £12 per hour. <http://tinyurl.com/6dl39u>

MYSQL DEVELOPER

An experienced MYSQL developer is required for an exciting role which will be **home-based**.

You must be able to demonstrate experience in developing enterprise level systems using MYSQL for commercial use: hobbyist level experience is not satisfactory. An ability to demonstrate knowledge of scaling solutions to ensure continuity of service with high site traffic over the Internet is essential, as is the self-discipline to work from home.

For the right candidate, there is the opportunity to become part of a small team aiming to produce a successful Website this role would have a significant place on your CV in the future. Strong references will be required to support your application should we wish to interview you. The project is for a 2-3 month duration, with possible part time work afterwards as required. <http://tinyurl.com/6caawc>

PHP/MYSQL DEVELOPER

Computer People are recruiting for a well established software house (PHP/MYSQL) based in Cheshire who is looking for a strong PHP/MYSQL Developer to join their team. The ideal candidate must have a passion for PHP and MYSQL development and you will have had an excellent exposure to PHP and MYSQL.

You must be highly proficient in Web application development (PHP/MYSQL). Experience of the Zend framework is highly beneficial. If you have the above skills in PHP/MYSQL you can also **work from home**.

The successful candidate will be a disciplined and self motivated developer (PHP/MYSQL) who can deliver high quality code online and will enjoy working as a member of one of our development teams.

You will be involved with demanding, interesting and rewarding work alongside a highly skilled team who have produced top level high quality applications in PHP and MYSQL. You will also be rewarded with a mobile phone contract, a Macbook pre installed with Eclipse, Oxygen, BBEdit, GPG, MYSQL Tools and Zend Studio.

Salary £25,000 - £32,000. <http://tinyurl.com/6s3tfy>

SITECORE DEVELOPER

Opportunity for an experienced Sitecore professional to take on a brand new development project for this well respected and rapidly growing technology company. Our client is soon to commence development of a brand new suite of Web products built around the Sitecore CMS. They are looking for a Developer who can help them get to grips with this project and deliver the initial phase in 3 months.

Applicants should be Sitecore certified and have additional development skills in .NET, XHTML, CSS and SQL Server. You must have delivered at least one major Sitecore project and be confident advising on it's use within a development project.

This client is based in Bath however they are happy to consider applicants **working from home** if they are able to attend weekly meetings in Bath.

Salary £250 - £350 per day. <http://tinyurl.com/667o6y>

MICROSOFT DYNAMICS AX SUPPORT CONSULTANT

This is an opportunity for a Dynamics AX (Axapta) Support Consultant to **work from home** anywhere in the UK for one of the largest international Microsoft Dynamics AX consultancies worldwide. They have 3 AX 2009 projects underway already, with International work in Switzerland, the USA and Germany and some very interesting and complex projects coming up, including the London Olympics in 2012. These new project wins have created a need for an additional support consultant for their Dynamics AX clients.

You will need a great personality, good communication skills, self motivation and self organisation, together with a varied background in Microsoft Dynamics AX (the last Support Consultant who joined had a background in Dynamics AX support, development and implementation), and will be capable of taking control of client requests, queries and problems and seeing them through to resolution. Head office is London based, and you can work out of the office or from home if you prefer. You may currently be working in a Dynamics AX (Axapta) consultancy environment, or may be supporting Dynamics AX at an end user site and looking to move into consulting.

This is a global force in the Dynamics AX market, with excellent training, career management and incentives, the latest AX 2009 technology with integration into the Microsoft technology stack (Sharepoint, Biztalk and .Net) and a really great team to work with.

Salary £26,000 - £36,000. + benefits. <http://tinyurl.com/5gncaq>

ASP.NET DEVELOPER

This is a chance to work on a E-commerce project developing Websites for businesses in the Small to Medium Enterprise Sector. The ideal candidate must have:

- At least 2 years ASP.NET development experience.
- Must have experience of working on E-commerce Projects
- Must have experience of developing CMS systems

- SQL experience

Work from home. Salary £250 per day. <http://tinyurl.com/5v2h3o>

CISCO IPT - UNIFIED COMMUNICATIONS - SUPPORT ENGINEER

Working for a leading Cisco partner in converged solutions you will be able to work either from the head office or from home. You will be focusing on 3rd line support of the Cisco Unified Communications set of products - Call Manager, Unity, IPCC Express, Gateways and Gatekeepers etc.

This is a unique opportunity giving you the chance to **work from home**. With this in mind you need to be autonomous in your work and thorough. Technically you must:

- Have very good Cisco IPT troubleshooting skills - Call Manager, Unity, IPCC Express
- CCVP level or equivalent
- Experience of 3rd party applications – ARC

This is an immediate requirement. Salary £45,000 - £55,000. <http://tinyurl.com/55an7w>

PHP/ASP DEVELOPER

Required for my client in London for 6 months. This position will require you to **work from home** so you must have all the relevant software available to you. The ideal candidate will have at least 3 years experience with PHP, ASP and MYSQL.

6 month contract. <http://tinyurl.com/5b9lme>