

# ABOUT THE PEOPLE

## Senior Consultant

**Paul Adnett**, (MCP, SBS)

A senior consultant who has 28 years experience in the IT industry, a small business manager himself, and a systems consultant to small businesses. He currently provides IT & business training, system analysis, system design and general business advice and management mentoring to small businesses throughout NSW.



He has held a number of senior management positions in both small and medium business during his management career. He held the position of plan-o-gram manager with the first Big W store in Australia in the early 80's after managing the largest department at the young age of 18. Moving on at the age of 21, to take up the position of store manager at a small regional business in Tamworth.

Paul made his move in to the IT industry (in a full time capacity) in the early days of the personal computer revolution. By taking up a position as sales manager for a small IT company in 1988 before moving into the administration managers' position in 1990. While studying externally at the University of New England (UNE) he founded a small IT business which has now grown and diversified into what is known as Adcorp Computers today. Adcorp Computers is now only part of the ADNETT Group of Companies.

Paul currently owns and runs a number of small businesses in NSW and southern Qld, is on the board of directors of Adnett Corp Pty Ltd and Bella Isora Pty Ltd, and is a business and ICT consultant, and database specialist. He performs market research and on-site training for numerous small businesses. Over the past fifteen years he has developed his own custom business software applications and has been involved in many joint development projects.

He comes from a family of small business owners with his parents owning a variety of small businesses in both Sydney and Tamworth. Paul has been married for 25 years and has 3 girls. A family man, Paul appreciates the difficulties small business owners face trying to get the balance right between family and work.

Paul has studied and holds qualifications in a wide variety of business areas. He is currently ranked No.8 in Australia on the Microsoft Training Academy Rankings (as at 1/4/2012).

His achievements are including but not limited to;

- Microsoft Certified Professional – Small Business Server
- Programming and Software Design (UNE),
- Computer Engineering (UNE),
- Australian Business Management (NSW TAFE),
- Economics (UNE),
- Accounting (NSW TAFE),
- Australian Business Law (NSW TAFE),
- Insurance & Risk Assessment (NMLA),
- Psychology in the Workplace (NSW TAFE),
- Financial Investment (IRIS),

and has completed the following sales courses;

- Pick up Your Phone & Sell
- Tom Hopkins Sales Training
- Tony Robbins Get the Edge Sales Training
- Microsoft Small Business Sales & Marketing Skills

He has a vast knowledge and experience in Advanced Sales and Marketing Techniques.

He is currently a Microsoft Registered Partner, a member of the Microsoft Developer Network (MSDN), a member of the Microsoft Partner Research Panel, a Licensed OO.net Developer and has attained his Microsoft Certified Partner (MCP) and Microsoft Small Business Specialist (MSBS) qualifications.

Paul has written many whitepapers on technology and sales issues some of which are available for download from our web site. He brings a wide variety of skills to not only Adcorp Computers but also to all their clients and business partners.