

Recent Research Experience

Dr Alan Rae has been responsible for carrying out the following research projects.– some of the projects were considerably larger than these segments suggest.

2002	Ukonline4 business	Authored "Succeeding in the networked economy – The MD's framework for e-business". 22 page booklet for small business owners. Most requested download the project produced.	£15k
2003	ODPM via Imaginist	Supplier development strand of national e-procurement project. Researched and wrote a series of guideline papers for local authorities involved in implementing e-procurement	£20k
2003	London Development Agency	Scoping of e-engagement strategy for BME businesses	£50k
2004-6	EU Leonardo Project via Local Futures Group	E-trainee. Development of workbook and training course for small transport companies, primarily in Eastern Europe. Project comprised a research phase and a development phase. We have since turned the materials into a distance learning programme	£25k
2003	Ukonline4Business	Research programme into future demand for Technology Means Business accreditation and update of the programme specification	£12k
2004	Hewlett Packard	Research programme into sales training needs of indirect Sales Channel	£15k
2005	One London	Research into Digital Divide issues and how individuals in deprived communities can engage with the internet	£15k
2006	West Focus (Brunel + RHUL)	Research programme into how small companies use IT. Culminated in a series of 4 workshops for SMEs which we developed, publicised and ran plus organisation of a flagship presentation event and report, Abandoned Heroes which was attended by 60 policymakers.	£40k
2007	Brunel	Punch above your weight. A research project to focus on how early adopters use Web 2.0 to promote themselves effectively. The workshop has run 6 times with over 60 attendees and is organised, promoted and delivered by ourselves. Other outputs are an e-book and a supporting network built on Ning. It has a web-site www.punchaboveyourweight.com and is steadily making its way towards financial viability.	£25k
2007	DCELLS with Imaginist and CNR	Responsible for project managing the production of 8 briefing papers for policy makers on educational topics. Of these we produced 4 papers on pedagogy, using IT in training, training older people and capacity building in the voluntary sector.	£25k
2008	West Focus	Research into How small companies Collaborate On-line – 12 in depth interviews outputs include workshop and e-book	£10k
2008	BNI	Research into how small companies network to define a taxonomy of networking styles between different sizes and types of company, particularly in their view of online vs offline networking	£10k
2009	Kingston University	Research into how small companies can use Web 2.0 tools within a Supply Chain situation	£12k