

CONSULTING OFFERING

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"We cannot solve our problems
with the same thinking we used to
create them." - *Albert Einstein*

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OVERVIEW

Josh works individually with senior leaders, high-potential employees, and their respective teams to shift their approach to technology innovation. By consulting ongoing and directly with changemakers he creates new perspectives and strategies to solve problems which are otherwise intractable inside large bureaucracies.

Strategy

Innovation strategy coaching emphasizing agile and iterative prototype development for senior executives and high-potential talent.

Insight

Quick, discrete, and cogent outsiders' view of internal corporate policy, plans, and investment decisions around new technology.

Access

Unique access to startup, VC, and hacker communities as well as some of the best in the world in BlockChain, ITSec, 3D Printing, IoT, and many others.

15 years as part of an international hacker community working on the front lines of emerging tech in ITSec, mobile, e-commerce, and cloud computing. Work with law enforcement and private industry, senior leaders from Fortune 400s in almost every major vertical, and the most cutting-edge startups alike.

Josh began consulting because he saw a need for leaders to have a single point of contact to turn to when faced with yet another unknown factor in technology and innovation. Finding the strategies that work and can be successfully imported into large organizations takes a combination of access and experience; between us we have both.

Cultivate new thinking where it
matters most

SERVICES

TRANSFORMATION

From the first e-commerce engine to the backwards evolution of the US Telco system, Josh has been on the front lines of several world changing technologies. This means that transformation efforts can not only avoid the mistakes of the past, but optimize for multiplier effects by drawing on numerous growth patterns at once. From wearable computing to AI Expert Systems, Josh has harnessed rapidly evolving technologies across numerous industries.

STRATEGY

Focused on technology innovation strategy, from fundamental digitization to iterative R&D and deployment. By bridging the gap between cutting-edge technology and critical business strategy, Josh helps you deliver market-leading advantage without incurring undue tech debt. Additionally, a network of deep technology contacts across silos means validating assumptions no longer has to bottleneck strategy.

COACHING

Leaders in today's business environment need more than best practices and leading technology to thrive. Sometimes the key difference between success and failure is access to expert insight where and when it is needed. Josh has specialized in no nonsense insight on technology and business strategy delivered in clear, human language.

ADVISING

Josh has advised Fortune 100 companies and early-stage startups alike, with a focus on market-leading iterative technology development and design. A deep understanding of critical business imperatives and an ability to explain technical limitations and capacity quickly and clearly allows Josh to support fast decision making at all levels of growth.

CASE STUDIES

"Radical change takes straight talk and relevant, up-to-date insight as well practical suggestions on where and how to start. Josh provides all this and more in a high-power, engaging and fun way that doesn't spare the details... or overwhelm. He was instrumental to my leadership team's transformation and the development of a new strategy for Go To Market that resulted in real growth"

- Janet Schijns, former Verizon VP and Chief Channel Executive

Verizon wanted someone to shift their Enterprise Marketing Team leaders' viewpoint radically forward towards new and emerging technology and its potential for the company. By working closely with the team, H4X not only level-set their technology understanding, but gave them an entirely new toolkit for examining and acting on the strategic opportunities those technologies represent.

"The BP digital innovation team was working on Blockchain towards the end of 2015, having identified it as a potential disruptive force. Josh provided reinforcement/validation in early 2016 from a credible external perspective that this could enable peer to peer trading, and accelerated our ability to move forward."

- David Eyton, Head of Technology at BP

This led to an energy trading pilot that was accessible to retail consumers, using a secure digital platform. The intent is to provide cost-competitive localized low carbon energy services to consumers while supporting the adoption of distributed renewable energy and enabling peer-to-peer trading. If it works out, this could revolutionize how power is consumed and paid for in a way that takes into account a plethora of new sources - while simultaneously creating new markets.

"Technology is critical to any organization, but even more so in a design firm that serves customers across every segment and in markets across the globe. Josh helped us pull together a comprehensive document with deep technical understanding and strong growth benchmarks that gave us the framework we needed to move forward."

– Paul Bennett, IDEO's Chief Creative Officer

IDEO NY needed a technology strategy to take into account existing resources globally and a shifting market for technology locally. Through company-wide stakeholder interviews and a rigorous strategic framework Josh was able to deliver a flexible plan for addressing both in tandem and in response to actual growth.

MEDIA / PRESS

Josh has published books, and been featured in newspapers and magazines the world over. He's hosted TV series on technology innovation for National Geographic and Discovery, podcasts on business innovation for the NY Times, and given presentations to audiences of dozens and thousands for organizations such as TED, the World Economic Forum, and many others. Some examples:

Books:

- Roo'd, a science fiction novel
- Hacking Work, a business book
- Reputation Economics, a big idea book

Articles

- Oprah Magazine
- Wired Magazine
- The BBC
- La Monde
- El Mundo
- the British Association for the Advancement of Science,
- Fortune
- Wall Street Journal
- The Guardian
- CNN Money
- Harvard Business Review
- Fast Company
- Washington Post
- The New York Times

Television

- The Link - A series about the history of human innovation on National Geographic
- Smart China - A Discovery Channel series on innovation that could change the world
- Game Vision - Another Discovery Channel series on how games are changing the world

Podcasts / Radio

- Innovation Decoded Podcast interview by Accenture
- The Art of Charm
- Money For Lunch Sirius radio interview
- CNBC's Closing Bell
- KUOW Radio
- Irish National Radio, Newstalk FM

PAST CLIENTS



