



Stephen Higgins

Data & Product Leader

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Leadership

I love a challenge, and I love data.

I've worked across multiple industries, including education, data integration, property & healthcare.

- Experienced in crafting a product & data vision, strategy, and success metrics (including OKRs).
- I've worked with some big names on some big projects, including multinationals, the NHS, and Multi Academy Trusts.
- I love creating my own products - you can see some of them on the next few pages!
- I've led multiple initiatives and strategies aimed at easing the growing pains of high-growth companies.
- Defined business cases and target operating models to secure funding for team expansion and product development.
- I've been responsible for embedding data governance, data ops & data discovery practices with national infrastructure teams.



wranglr

My role: Founder & Creator

Wranglr brings the simplicity of spreadsheets to big data. It's a simple-to-use, AI-powered data tool designed for the modern business user.

Wranglr's intuitive interface and shallow learning curve make it easy for anyone to become a big data ninja; eliminating the need for expensive data teams or consultants. It's as simple as creating a pivot table but with billions of rows of data!

My role: Founder & Creator

- Intuitive drag and drop interface
- Inbuilt AI - just tell Wranglr what data you need
- History / undo
- Support for Snowflake, Postgres & Mysql
- Built from the ground up in React, PHP (Symfony) and SQL

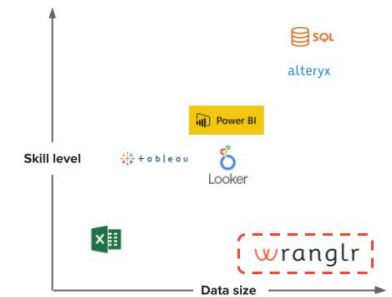
www.wranglr.co

The screenshot shows the Wranglr interface with a data table. The table has columns for 'Product Name', 'Quantity', and 'Date'. The data is filtered by 'PARTITION BY employeeid ORDER BY end_quantity DESC'. The table contains 10 rows of data.

Product Name	Quantity	Date
Guttenbrosche Notes: Ro	2	1995-09-01 00:00:00
Outback Lager Notes: Robert	2	1995-09-01 00:00:00
Quebec Cider Notes: Janet	1	1995-11-01 00:00:00
Guarani Fernet Notes: M	5	1995-11-01 00:00:00
Valkonen Juice Notes: Laur	5	1995-12-01 00:00:00
Koblen Notes: Laura-revised	5	1995-12-01 00:00:00
Coscoff-di-nonna Alex Notes	5	1995-12-01 00:00:00
Raschi Angelo Notes: Michae	5	1995-11-01 00:00:00
Gula Minerva Notes: Laura r	9	1995-08-01 00:00:00
Rhinokya Klosser Notes	9	1995-08-01 00:00:00

Where's the Gap?

- There's no simple, "everyday" tool that can be used with big data.
- Dedicated data teams are expensive
 - Avg data specialist salary £65k pa
 - Avg 2.5 data professionals per 50 professionals
- Training staff is expensive & time consuming
- The data manipulation market is worth \$2.5 Billion (growing at 14% per annum)
 - 10% Service Addressable Market (\$250 million)
 - 5% Obtainable Market (\$125 million)



The screenshot shows the Wranglr interface with a SQL query: 'Categorise all of the sales into "high", "middle" and "low"'. The results table shows columns for 'customerid', 'employeeid', 'quantity', 'categoryname', 'customername', 'productid', 'orderid', and 'emp'. The data is filtered by 'PARTITION BY employeeid ORDER BY end_quantity DESC'.

customerid	employeeid	quantity	categoryname	customername	productid	orderid	emp
7	1	1	Arca Trujillo Emparedados y Ho	Arca Trujillo Emparedados y Ho	69	10308	Kir
7	5	5	Arca Trujillo Emparedados y Ho	Arca Trujillo Emparedados y Ho	70	10308	Kir
Arca Trujillo	3	24	Arca Trujillo Emparedados y Ho	Arca Trujillo Emparedados y Ho	11	10305	Low
Thomas Hardy	6	25	Around the Horn	Around the Horn	24	10305	Sw
Thomas Hardy	8	15	Around the Horn	Around the Horn	50	10303	Ch

Street Score

Overview:

For the important things that the estate agent doesn't tell you...

Street Score gives you important local information, such as the best schools, crime and the environment at the touch of a button.

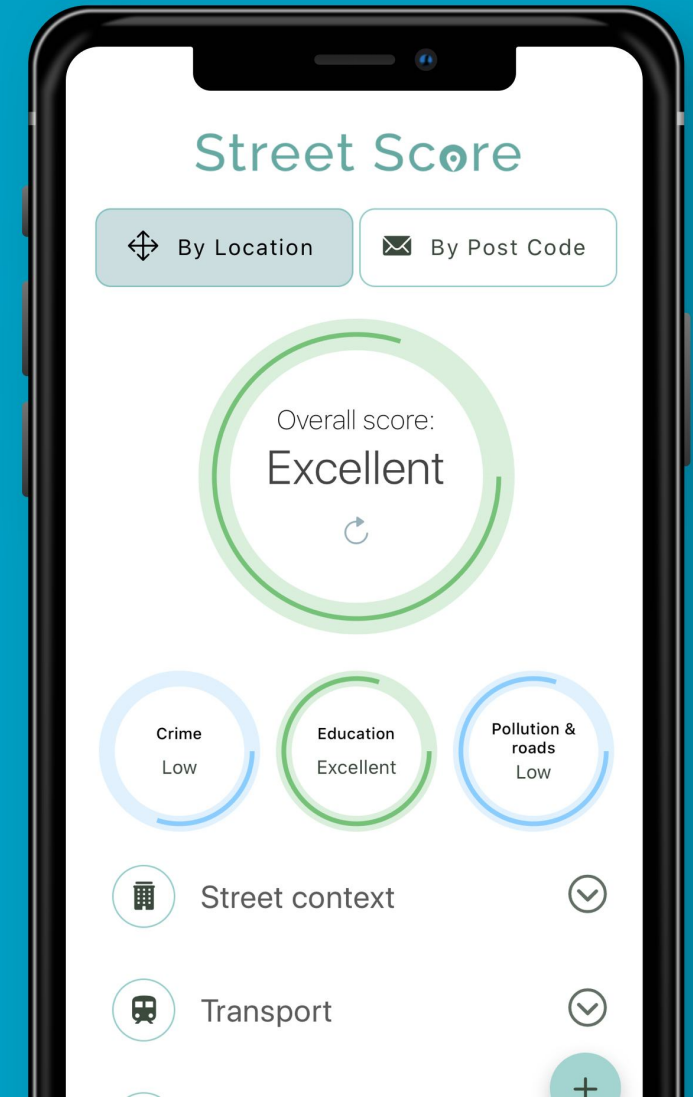
My role: Founder & Creator

Developing and bringing to market an MMP (Minimum Marketable Product). Creating the app and corresponding backend capabilities, utilising: React Native, PHP, Javascript, Python, SQL & AWS.

Status: Street Score is currently on hiatus.

www.streetscore.co.uk

Know the
neighbourhood
before you
move in



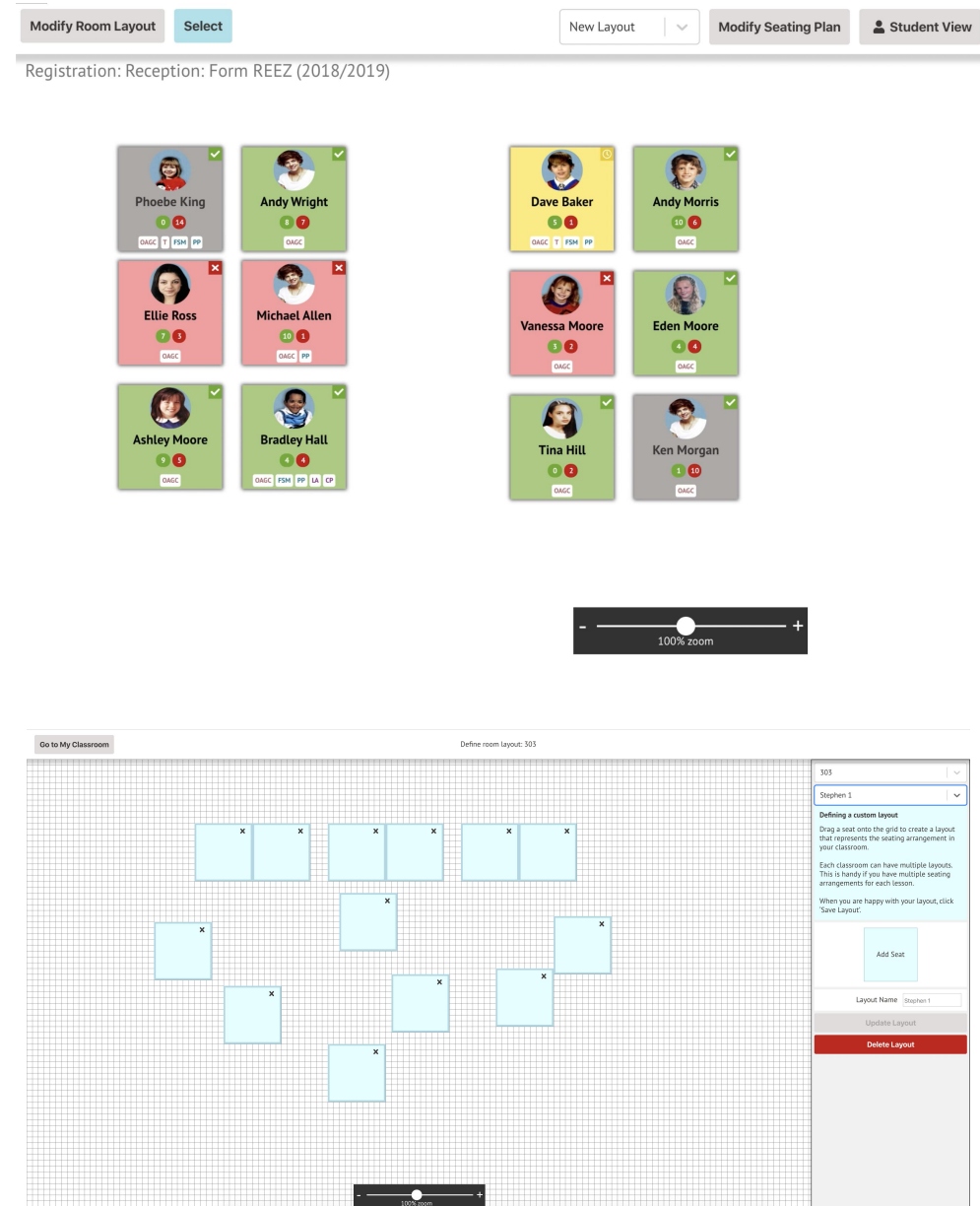
Arbor Education: My Classroom

Overview:

My Classroom is Arbor's all-in-one classroom management tool to help teachers organise their lessons and manage their class seamlessly - giving you your time back to focus on teaching and learning instead.

My role:

- Defining the product vision and success metrics, positioning and pricing.
- Leading cross-functional development team to release a technically complex product.
- Getting my hands dirty! Creating all of the initial designs, styling and UX collateral.
- Working with the Head of Marketing to define a go-to-market plan.



Arbor Education: The Arbor App

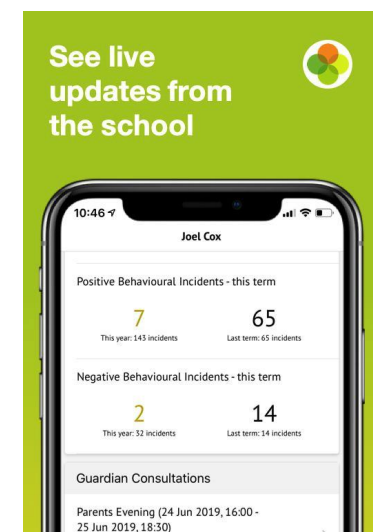
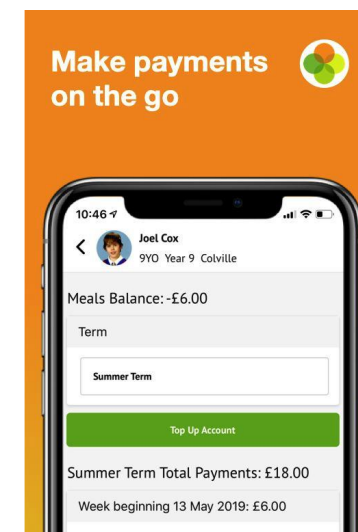
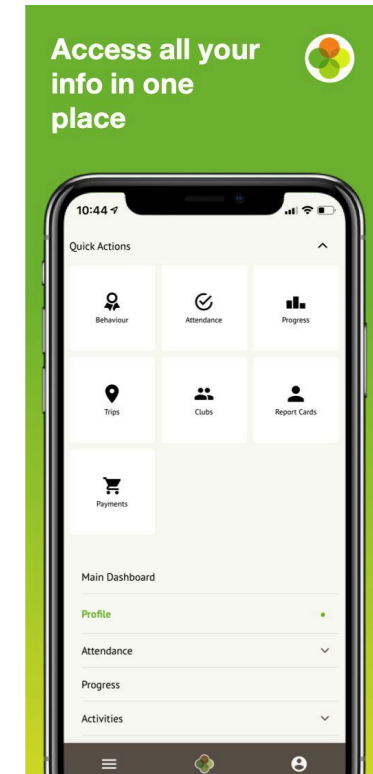
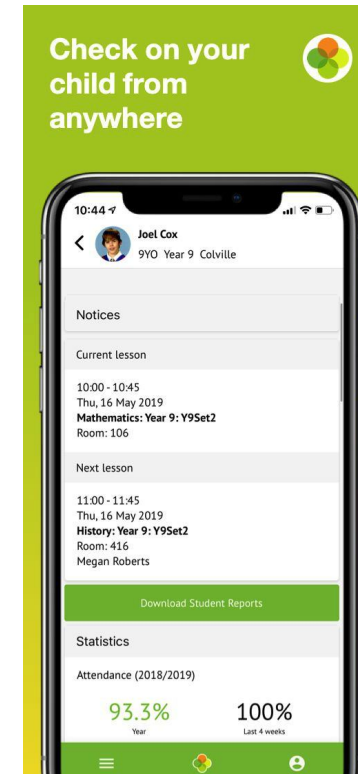
My role: Lead Product Manager

Overview:

The Arbor App lets parents book parents evenings, register your child for a club or trip, and manage payments all from one place. You can also use it to check in on your child's attendance, behaviour & academic progress

My role:

- Leading a cross-functional team to deliver the company's flagship iOS and Android app.
- Defining success metrics and OKR's.
- Working alongside the Head of Marketing to define the release strategy.
- Leading several follow up iterations, including discovery and technical development.



Medicus

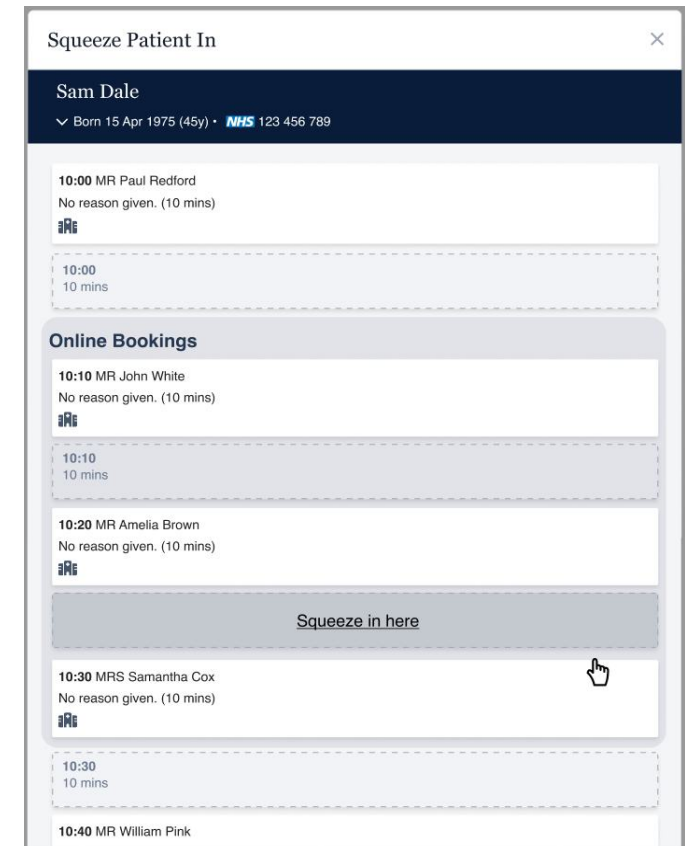
My role: Product Lead

Overview:

Medicus is a next-generation clinical system, designed and developed with the help of NHS clinicians to join up care services and facilitate new and improved ways of working.

My role:

- Crafting the UI/UX of key workflows to be used by clinicians, admin staff and developers.
- Defining the technical and platform requirements for high volume, resource intense operations.
- Leading the development of Medicus' B2B APIs. Defining API schemas, creating documentation, and ensuring compliance with NHS information governance and functional requirements.



Retrieve Patient Journal (PFS)

Overview

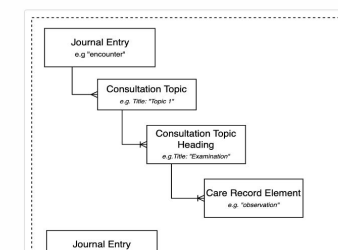
The Retrieve Patient Journal PFS endpoint allows Client patient-facing apps to retrieve a chronological history of the patient's Care Record (the Journal). The returned payload displays the patient's journal on a screen.

This endpoint isn't intended for:

- Splitting out the patient's Journal into individual care record sections
- To provide a list of the patient's "current medication"

Each of these use cases is catered for by other endpoints.

Journal (Payload) Structure



Aspire

My role: Founder

Overview:

Aspire is a SaaS application that allows schools and multi-academy trusts to quickly collect and analyse extra-curricular and intervention data for students.

Aspire includes a student app where students can "check-in" to events and track their progress

My role:

- Managing a project team made up of multiple stakeholders.
- Evangelising the product to stakeholders, including Head Teachers, MAT leadership, businesspeople and Members of Parliament!
- Undertaking all engineering, UX and design work.

