

**Hardware Category Manager
£525 per day**

Career Summary

A professionally qualified, commercially aware, procurement manager with significant experience gained in the UK and abroad with several blue-chip companies. Proven track record of successful negotiation for several complex, high technology projects. Major achievements include the negotiation of contracts for an entire mobile phone network with an extremely aggressive rollout and significantly below budget; reduction of hardware maintenance costs by 33% (£2m); establishment of a comprehensive procurement function and; effective vendor management for the successful rollout of Content Hosting Centres in a £500m project

Career and Achievements to date:

Break

Jul 07 to date

After my contract expired I went on an extended holiday around Europe by train.

**Sourcing Manager
Investment Bank**

Oct 06 – Jul 07

I was responsible for several projects within the hardware team including:

- Storage optimisation – implementing a front-end box on the storage network ensuring that data was not duplicated and that rarely accessed data was stored on lower tier storage devices. Savings were calculated at £6m over the next three years.
- Utility computing – outsourced computer processing. I negotiated the price down from 15.8 p per core per hour to 11.5p per core per hour. Over the three year life of the project this would deliver a benefit in excess of £2m.
- Server maintenance – I negotiated a reduction in costs of £2m from 2006 payments.

- Storage library rationalisation – saving £1m over three years on maintenance costs.
- Storage upgrades – Upgrade all storage hardware and negotiate 3 year warranties, avoiding existing maintenance costs.

- Virtual Tape Library – negotiated away a commitment to a leasing payment until Q1 2009, saving £7m.
- Drafted terms and conditions for tenders and contracts in tandem with the Group Legal function

Break

Jul 06 – Oct 06

“Supervised” major alterations on my house and took an extended holiday.

Head of Procurement

Apr 05 – July 06

Following the sale of my employer to a Bank I was asked to sign a permanent contract, to head the procurement function of the new company. My department supported the three major business areas, Public Safety, Media and Wireless. It was also responsible for Fleet, Mobile, HR, Facilities, Utilities, Travel, Marketing, IT procurement et cetera. The department comprised ten people and the spend was approximately £120 million.

I had overall responsibility for the entire procurement function:

- I liaised with the managing director of each business unit to establish requirements and allocate appropriate resources.
- I presented major procurement recommendations to the board for approval.
- I personally tendered for a replacement travel management company, providing improved service levels at a reduced cost.
- Reduced the supply base from 6,000 to 1,500 vendors.
- Replaced the catering supplier, greatly improving standards.
- Vetoed proposed supplier for Workflow Management System and placed a contract for a more effective system at a saving of £500k.
- Renewed power supply for 18 months, avoiding the peak of the power supply market. Commitment was £2m below budget.
- My team renegotiated the outsource contract, removing a £1.5m termination fee and reducing the previously agreed man day rates by 10%.
- Replaced the HR Recruitment Agency

Interim Head of Procurement Broadcasting Company

Oct 04 – April 05

Heading up the Procurement Department during the lead up to the sale of the Broadcast business I was responsible for ensuring that upon separation,

contracts were in place to cover all of the businesses requirements. Prior to the separation the Broadcast business procurement function only supported the three sales divisions. These provide public safety radio systems to police forces, ambulance services and fire brigades and similar services, broadcast services to various TV channels and DAB radio broadcasts. The third business provides shared infrastructure for all the UK mobile phone operators.

I achieved:

- The successful transition of the team from a bid support function to a fully-fledged Procurement Department responsible for all procurement activities in the company.
- The novation or renewal of all relevant contracts necessary for the running of the new company.
- The establishment of a purchase to pay system
- The establishment of a vendor qualification system including financial checking.

Interim Supply Chain Manager

Jul 04 – Oct 04

I was asked to return to this client for a short period to cover a vacant position as Team Leader, Telecoms Procurement. I was responsible for the relationship with major telecoms suppliers.

Interim Sourcing Manager Credit Card provider

Nov 03 – Jul 04

Responsible for all telecoms procurement. This included all merchant terminals, rollout of Chip and Pin, and telecoms infrastructure. Maintaining relationships with major suppliers.

I was responsible for

- Securing of £750,000 (35%) per annum benefits on a data integrity and hosting contract.
- Negotiating the sale and leaseback of all merchant terminals, realising benefits of £32m over the three-year life of the equipment.

Interim Purchasing Manager High Street Bank

May 03 - Oct 03

The Bank had made a number of acquisitions in recent years which had resulted in a fragmented IT infrastructure and organisation. In my role I managed the commercial activities required for data centre consolidation, which involved:-

- Transfer, novation or termination of software licences as appropriate, including negotiation on committed payment streams
- Avoidance of any fees for the transfer of licences
- Placing of contracts for relocation of equipment on a "lift and shift" basis
- Consolidation of hardware and software requirements among the 11 business areas involved
- Tendering and evaluation for data migration services from a Unix platform to an S/390 mainframe environment. I undertook negotiations which led to a reduction in tendered prices by 30% (£1.8m million)

Interim Supply Chain Manager

Jul 02 - Feb 03

Utilities Procurement

- Negotiation of agreements to provide a Wireless Infrastructure for the Baggage Reconciliation System.
- Review of Mobile Telephony strategy
 - I demonstrated that current prices paid represented minimal saving over those available to the public at large and identified independent mobile telephony providers', which could provide services at a substantial saving. I identified how savings of 70% could be achieved on mobile handsets.
- Marketing Procurement

I was responsible for tendering exercises for

- Retail Public Relations agency roster,
- Below the Line advertising agency roster,
- Above the Line advertising agency roster and
- Media Planning and Buying.
- These projects required adherence to the European Union Procurement Directives. I led the commercial negotiations with short-listed tenderers following a joint evaluation exercise with the Retail Marketing team.
- I negotiated a reduction of 29% from the per diem rates being paid to the incumbent press office agency. This was achieved primarily by

analysing the company's overheads and establishing that my client was bearing an excessive proportion of the company's overheads.

I was also responsible for five strategic IT procurement exercises including Airfield Ground Lighting System for Stansted, Slot Allocation for Heathrow et cetera.

Commercial Manager
Dec 00-Jun 02
Telecoms Company

Managed the team controlling the contractual and commercial relationships with key suppliers. My Client built a number of Data Centres throughout Europe to provide co-location and managed hosting services to the large corporate market. I also managed Service Level Agreements with internal suppliers such as the Procurement and Legal functions.

Achievements

Although the volumes of business envisaged did not materialise, I ensured that the suppliers maintained price discounts which were based on the anticipated volumes. I successfully managed the relationships with our key suppliers despite their obvious disappointment with the levels of business.

Procurement Consultant, Internet and Multimedia **Mar 99-Dec 00**
Telecoms Company

I managed a team responsible for a number of high profile projects for the Internet and Multi-media business, including all activities in support of the Internet Data Centre business, which required negotiation of agreements with all key suppliers that included a number of innovative features to allow the business to minimise its capital outlay and to share risk with the vendors. The projected spend for this project was £1 billion.

Devised and implemented procurement strategies for Internet and Multimedia products in support of clients' needs which minimise whole life costs and safeguard commercial interests; managing and controlling the contract process (including planning and undertaking complex negotiations) to ensure products and services conform to the agreed requirements in terms of price, quality, performance and reliability.

Achievements

I negotiated discounts for all the hardware required for the data centres based on the projected spend. This led to lower prices than those generally available and accordingly, I ensured that prices would be available throughout the business. The client division was so impressed with the negotiations that I was asked to join them to fulfil a wider commercial role.

**Manager, Vendor Management
Telecoms Company (Amsterdam, The Netherlands)**

Mar 98-Feb 99

Managed the contractual and commercial relationships with the major network vendors involved in rolling out the mobile network in The Netherlands. The management of Service Level Agreements with internal suppliers such as the Procurement and Legal functions. Focusing on commercial aspects of the network roll-out strategy.

Achievements include the re-negotiation of the network roll-out contract with Ericsson avoiding claims for additional civil engineering costs for 6 million guilders (£2 million), and persuading the management board to re-think the roll-out strategy, potentially saving 30 million guilders (£10 million).

The chief operating officer stated that the negotiated prices were about half those being paid for a similar network in California.

**Procurement Manager
97-Mar 98
Mobile Operator (Amsterdam, The Netherlands)**

Jun

This was a start-up joint venture in Amsterdam to bid for a licence to operate a mobile communications network in The Netherlands. If the bid was successful my client would then build the network. As three licences were to be awarded and there were two incumbent suppliers, it was essential to launch the network as early as possible. The major risk was that we would not be awarded a licence. I managed the tendering process for all requirements and the evaluation of responses. This included the technical evaluation which was primarily undertaken by external consultants. As my client had very few employees I was involved in all commercial aspects of the business.

The result of the procurement process was an essential element in establishing the feasibility of the business case. The acquisition costs of the network influenced how much we could bid for the licence.

Major achievements included negotiated savings of 60 million guilders (£20 million) from the tendered prices and persuading the vendor to commence

building the network before contract award, at its sole risk in the event that my client was not awarded a licence. As a result, my company was first of the three new networks to launch service.

I also managed the acquisition of handsets and SIM-cards and worked with other companies, where appropriate, to ensure that the prices being paid by my company were best possible.

**Senior Buyer, IT Hardware
Telecoms company**

Jun 91-Jun 97

Managed the mid-range computing team. Established a number of frame agreements to stream-line the procurement process. Established an innovative and simple process for the tendering of mainframe requirements. Ensured compliance with the EU Procurement Directives. Bench-marked agreements with third-parties. Commercial management of large computing projects.

Various Procurement Jobs

Apr 79 - Jun 91

Telecoms Company

Qualifications:

Graduate Master of Business Administration
1997
Business School

Chartered Institute of Member of the Chartered Institute of Purchasing
1990
Purchasing and Supply and Supply (MCIPS).

University BSc (Econ) Economics and International Politics **1977**

A-levels History, Government and Politics, Economics,
Geography

GCSE French, German

O-levels Mathematics, Additional Mathematics, Physics,
Chemistry, Biology, Geography, English Language,
English Literature

Outside Interests

Quizzes: In my spare time I am a Director of a small company which operates quiz leagues and organises quiz competitions. Together with my fellow directors we won a national quiz competition for four years in succession. I recently competed in The World Quiz Championships and I represented Wales in the European Quiz Championships in Tallinn. I also recently appeared in the hot-seat on Who Wants to be a Millionaire but without great success.