

## **Category Manager – IT Services** **£700 per day**

### **IT Sourcing Manager**

**June – October 2007**

Key Global Project to deliver physical oil and refined products, (hydrocarbons), robust trading platform to multiple markets worldwide and within an extremely aggressive timeline. Accurate and fully defined commercial business requirements was collated and managed within the limits of local accounting processes, (GAAP). The IT Technology sourcing solution was collated and integrated into the main project plan, delivered 'on time' and 'within budget' in conjunction with the Line of Business technical solution and organisational design. The commercial negotiation phase was structured to include future requirements to allow full trading capabilities across a broad range of hydrocarbon products and derivatives. Supplier 'revenue recognition' was taken into consideration to achieve negotiation leverage and accomplish a 'value for money' solution for the Software Licence and Support Services. The commercial strategy adapted to this project provided substantial cost avoidances.

### **Sourcing Expert - IT**

**July – April 2007**

(Interim Position) (Corporate Sourcing, IT)

IT Project Management on behalf of Global Investment Bank clients, (Enterprise Shared Services and IT Operations). Responsible for the delivery of Global Software IT and associated requirements for both Business as Usual and New project initiatives. Negotiation of all commercial requirements inclusive of evaluation, pilot, implementation and acceptance phases. Facilitation of the 'global client on-boarding' project, utilising a 'work-flow' application offering from a major supplier seeking to establish their 'new to market' product within the Global Investment Banking arena. Cost avoidances achieved to date for this project are in excess of \$4 million with mitigated risk and favourable commercial terms also attained. Analytical and strategic reports are presented to the Deal Review Board and Executive Management Committee as a 'due diligence' control.

### **Procurement Manager**

**February – April 2006**

(Interim Position) (Consultancy, IT & Professional Services)

Management of pre-merger activity initiatives. Delivery of IT Strategic Sourcing spend analysis for merger consolidation of suppliers. Successfully accomplished contractual negotiation for 'Off-shore' Professional Services. Business as Usual responsibility for thirty IT Suppliers for the provision of maintenance and support for all technical platforms, applications and fixes. Consolidation and control of 'Billing Project' specification Statement of Work plus Master Framework Agreement and IT spend across merged entities

### **Procurement Manager**

**July - December 2005**

(Interim Position) (Consultancy, Specialised Services and Outsourcing)

Project/Program Management of two major initiatives plus general Business as Usual responsibilities. The delivery of an Audit Supplier Programme for the provision of services on a global basis to deliver a significant reduction to the annual spend and also to review and identify the replacement of Consultants with adequately skilled Contractors. Ensure that control and processes are complied with to achieve a uniform approach to recruitment and services. A cost avoidance achieved for this project was £2.8 million over the projected term of all replaced consultants engaged within UK departments. Ability to resolve contractual issues and engage at all levels of management to achieve positive results.

### **IS Procurement Manager**

**December - May 2005**

(Interim Position)

Management of software products, applications, support and services. Responsibilities include the management of Business Unit financial expectations totalling £100 million, commercial strategy of projects, new business and renewal of existing suppliers. Utilising the corporate purchasing power to significantly reduce expenditure by £1.2 million. Proven negotiation skills and a strong communicator at all levels with the ability balance short term goals with long term objectives. Committed to delivering value for money agreements while cognisant not to compromise business interests. A firm believer in the value of technology to drive and enable business innovation.

**IT Global Procurement Manager****July - October 2004**

(Interim Position)

Cost effective procurement of hardware, software and systems including IT support and consultancy services across multiple functions, divisions and geographical locations. Responsibilities include market research, cost analysis and modelling, proposal issuing, competitive vendor evaluations, negotiation and execution of complex high risk international contracts. Annual spend \$25M. Recommend and implement cost reduction, quality improvement and service enhancement initiatives. Achieved an individual cost avoidance of \$750K over a three months term plus other lesser saves.

**IT Purchasing Manager EMEA****2003 - 2004**

Proven ability to develop, negotiate and implement IT Purchasing agreements for EMEA stakeholders at a Senior Management level. Continuous improvement of Purchasing processes in conjunction with strategic technology direction. Benchmark and evaluate products. Participate in key vendor management meetings

- Experienced in Global Vendor Management opportunities
- Continuously improve and implement IT purchasing processes
- Utilise Asset Management functionality to consolidate products

**IT Procurement Manager EMEA****1999 - 2002**

Ability to successfully manage, negotiate and own the procurement lifecycle for software while meeting customer requirements. Provide professional procurement support and guidance to enhance business opportunities. Manage present day challenges and reduce major IT cost impacts while maintaining functionality.

**Assistant Procurement Manager****1998****Budget Manager****1998****Progressive Career****1974 - 1998****Personal Profile**

**DOB:** 4<sup>th</sup> April 1958      **Sex:** Male      **Nationality:** British      **Status:** Married

**Education**

MiFid	
Anti Money Laundering Course	
Confidentiality	
Introduction of Operational Risk	
Core Compliance Principles	
Conflicts of Interest	
Business Continuity Management	Certificated
Chartered Institute of Purchasing and Supply	Certificated
Skills Negotiation Course	Certificated
Diversity Training	
Corporate Controls Course	
English Language	GCSE
Mathematics	GCSE
General Studies	GCSE
Senior Military Police Qualifying Course (Royal Navy)	Pass
Senior Management Course (Royal Navy)	Pass

**Interests**

Motor sport

**References**

Available upon request