

Software Category Manager
£650 per day

EDUCATION

University

- Masters in Law (LL.M. in Estate Planning and Taxation) awarded in June 1991
- Juris Doctorate awarded in June 1987, graduated Summa Cum Laude (Class Rank: 3 out of 359)
(BA awarded in Russian, June 1981)

KEY SKILLS

Extensive experience and knowledge in the following areas:

- Negotiation, drafting and implementation of a broad spectrum of complex contracts effecting high value transactions in the technology and financial services sectors and in procurement (including acquisition of goods and services for technology, facilities, operations, human resources, legal and other professional services, and other internal corporate areas).
- Procurement and sourcing strategies and operations (including supplier management and promoting competitive bidding) and establishing and implementing procurement policies, procedures and automated processes to obtain significant cost savings while setting parameters to ensure delivery of quality and value under executed contracts.
- Ensuring proper implementation and performance, and providing ongoing review, of performance under existing contracts.
- Presenting training classes and seminars on legal and contracts issues, procurement, revenue recognition and business issues for internal clients to promote compliance with applicable policies and procedures and to encourage internal clients to partner with legal and procurement staff at the inception of transactions
- US, UK and EU principles of business law and US revenue recognition rules and principles (US GAAP).
- Managing staff of legal and contracts professionals in the performance of the skills and duties listed above.

EMPLOYMENT HISTORY

May 2007 to Present –Procurement Consultant

Negotiate outsourcing agreements with strategic offshore outsourcing partners, (aggregate annual spend of over £100 million) to drive substantial savings and enhanced service levels, and to implement managed service engagement models and flexible demand principles.

August 2006 to April 2007 – London, Global Technology Sourcing Manager

Negotiate software and IT services agreements with software and IT services companies affiliates worldwide; approved cost reduction savings achieved in excess of £7 million, total approved savings in excess of £11 million); develop and implement strategic and global licensing initiatives with top-tier software providers; manage supplier selection initiatives including formal RFx processes; participate in licensing compliance programs.

April 2000 to March 2005- San Francisco, CA, Director, Legal and Contracts

Publicly held company traded on NASDAQ (2005 revenue of \$169,000,000) that licenses financial portfolio management software, and provides portfolio and market data and other services to financial institutions (list of representative clients is attached to this document).

- **Contracts Duties:** Managed drafting, negotiation and execution of all agreements to which my company was a party (sales and purchase), and primarily contracts for the licensing and sale of services, software, related technology and intellectual property rights (including contracts for software licensing, development, hosting, outsourcing, consulting and technical services, distribution, technology alliances, marketing and business alliances, joint ventures, financial data collection and distribution, data privacy, and confidential information) with banks, hedge funds, investment firms and other financial services clients and other technology firms in the US, Canada, the EMEA, the Middle East, Russia, Australia and South America.
- **Procurement Duties:** Negotiated and managed company procurement of all goods and services, including: supplier consolidation and management; creation of master procurement agreements; implementation of formal competitive bidding processes; establishment, training and implementation of policies and processes designed to obtain cost savings and visibility, while ensuring proper performance; and working with technology group to develop automated front end for financial systems to ensure adherence by internal clients to best practices.

- Finance-related Duties: Supported Chief Financial Officer to structure transactions in compliance with US revenue recognition rules and principles (US GAAP).
- General Duties: Served as the legal representative on numerous business teams to manage legal and business risk and to protect intellectual property focusing on all areas of corporate business, including product development, pricing, integration of acquired businesses, development and implementation of e-commerce models, and integration of privacy and data protection laws into corporate products and services.
- Managerial Duties: Managed a staff of seven (five solicitors and two contracts negotiators) in the US and Norway and managed selection, use and performance of outside counsel. Internal management duties included supervision, professional development, frequent mentoring, performance reviews, etc.

June 1998 to April 2000 - CA - Senior Staff Procurement Specialist

Reporting to the Director of Procurement and working with Legal, duties included:

- Managed a team of four analysts responsible for the cost effective negotiation and acquisition of computer software, hardware, technology consulting services, facilities and other professional services, using formal bidding processes whenever appropriate.
- Led a cross-functional management team for the implementation of a temporary staffing services program (annual spend of approximately \$250,000,000), which included the development of business and legal requirements, the creation and management of a formal request-for-proposal bidding process, negotiating all applicable agreements, and overseeing implementation of the resulting program.
- Worked with internal clients in consulting services, technology, facilities, and operations areas to create preferred supplier programs to consolidate quality supplier pools, and implemented master agreements to obtain better pricing and deeper volume discounts to successfully obtain significant savings while setting acceptable parameters for proper performance of agreements.
- Created procurement policies and procedures pertaining to the acquisition of technology and services and provided corporate training that resulted in a significant improvement of partnering with internal clients by demonstrating the cost and value benefits of engaging procurement prior to beginning purchasing transactions.

August 1987 to June 1998 – Legal Experience

Worked as an attorney in commercial litigation, intellectual property, contracts drafting and negotiation, tax planning (corporate and individual), estate planning; served a one-year term as a judicial clerk for a United States Federal District Court Judge; taught legal research and writing at University. Further details are available upon request.

LANGUAGES

- Fluent: **English, French**
- Proficient: **Russian, Spanish**
- Basic: **German, Italian, Japanese**

IT SKILLS (Advanced)

- Applications: Microsoft Office (MS Word, Excel, Powerpoint) and Adobe Products
- Legal Research engines (Lexis-Nexis, Westlaw)

PROFESSIONAL MEMBERSHIPS AND PRESENTATIONS

- Florida Bar Association 1988 through 2003
- Presentation of Legal Education Seminars for the Florida Bar Association on Tax and Estate Planning