

## **Senior IT Procurement Consultant 1**

**£800 + per day**

### **Background and Experience:**

A seasoned professional with 30 years experience in Procurement, Commercial & Operational Management. A competent leader with a proven track record in both private and public sectors.

**Private Sector experience includes:** Strategy Composition, Development and Implementation; Corporate Social Responsibility (including Sustainable Procurement); Change Management; Category Management; Supplier Relationship Management; Partner Management; Global Contract Negotiation & Admin; Service & Business Process Outsourcing and Off shoring; IT Procurement (S/ware and H/ware, Licences, Support & Maintenance, SLA's & Compliance); Consultancy Agreements; Asset Management and Budget control; CRM; EDMA; e-Procurement and Service Contracts.

**Government Sector experience includes:** IT Systems Purchase & Development, Consultancy and Strategy Review, UK/EU Procurement Directives, Dispute resolution. OGC collaboration and interaction. Skills transfer.

Notes:

- Self starter who is used to hitting the ground running with a variable remit. Has handled complete Departmental restructuring as well as process re-engineering and outsourcing. Strategic reviews and recommendations.
- Has handled formal Dispute resolution in conjunction with Lawyers.
- Has UK & Overseas Outsource experience and is prepared to travel as required.

Several Recent Blue Chip clients – details upon interview

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### **XXX Group (IT)**

**[-CONCURRENT WITH YYY-]**

**September –to-Current**

#### **Consultant – Commercial Service Delivery (Supplier Relationship Management & Commercial Excellence)**

Provide advice, assist and mentor the Head of Commercial Delivery. Provide guidance and instruction on how to set up and run a Commercial Delivery Department to World Class standard. Provide mission strategy, guidance and functionality definition design, organisation charts and job descriptions for Commercial Delivery Team in: Performance Management; Contracts Management; Demand & Financial Management and Vendor Management.

### **YYY plc (Customers Branch)**

**Current**

#### **Consultant – Supply Chain (Procurement, Contracts and Supplier Management)**

Conduct a strategic review and report on the Supply Chain Operation as a whole. Resolve difficulties between Procurement, Contracts Management & Legal Departments. Recommend a solution and new working model and plan an efficient and smooth restructure in order for the Departments to deliver maximum value from the supply base.

### **YYY plc (B&IT)**

#### **Interim Head of Partner Management**

**August 2007 – May 2008**

Successfully merged and restructured two Departments within the “Capability Organisation”. Introduced Supplier Relationship Management and Performance Management with subsequent processes. Re-engineered processes to achieve better value from Suppliers. Introduced a cost savings initiative. Raised the bar on Department Performance. Took over and ran IT Contract Management Dept. Sat on the Procurement Strategy Committee and Business Continuity Programme Board. Advised on CSR & Sustainable Procurement for the Strategic Committee. Set up Managed Service Provider for all contract workers. Introduced Multi-sourced Partner Agreements for Systems Integration and Consultancy Services with offshore options. Initiated Project for Software Asset Management.

*No of reports: 16. Budgetary spend £350m*

### **ZZZ Insurance**

**Sep 2006 – June 2007**

#### **Interim Global Category Manager – Legal / C&PS**

Globally Manage Legal, Consultancy & Professional Services spend. *Category responsibility £500m.*

- Duties: Deliver savings against targets. Interact with stakeholders and Global Procurement Departments. Conform to Group Strategic Change & Information Systems governance requirements and standards. Liaise with Procurement and Cross-Functional Teams. Conform to Sourcing guidelines.
- Achievements: Successfully Programme Managed Nordic Outsource plan for Payroll & HR IT Platforms. Handled Group Corporate Audit re-Tender.

### **TTT plc**

**May 2006 – Aug 2006**

#### **Interim Financial Services Commercial Manager**

Lead and manage commercially through the selection and recommendation of a **Banking partner** to enable TTT to enter the UK consumer financial services market. Select the partner and negotiate terms for a £200m Strategic Partnership contract to initiate entry in the Credit Card Market. Agreement needs to allow flexibility of commercial relationship between partners and balance risk versus revenue. Recommendation at board level accepted and agreement made. Card now launched to general public.

### **BBB**

**Jan/Feb 2006**

#### **IT Procurement Consultant**

Short term two-fold assignment:

- a) Consult on an exit strategy and terms drawn up for a £350m Desktop Service Outsource Contract where the Bank wanted to migrate from one provider to another.
- b) Write a Cluster Framework Plan for incoming Global Head of Procurement and Business Relationship Managers to use in delivery of a proposed new Procurement Service model.

**XXX SERVICES LTD (Own ltd company)****July 2005 - Dec 2005****Managing Director/IS Procurement Consultant**

Consultant role to Essex County Council. Advised on Procurement Strategy for upgrade of portal based e-Procurement system to P2P as well as integrating a full upgrade to their Financials Software package. Devised a Procurement strategy for the Programme and advised how to restore relations on an outsourced (£480m+) contract which had run into difficulties 3 years into a 10 year contract. Also advised on and established IT Procurement processes as they had no in-house expertise.

**YYY (CBFM)****Mar 2004 – June 2005****Interim Head of Commercial Management – Financial Markets IT**

Restructure the department by instigating a Change Management Program. Responsible for the entire P2P process and consisted of the following areas; Procurement, Commercial Management, Software Compliance, Asset Management and Invoice Processing. *No of reports: 19. Budgetary Spend £ 250m.*

- **Management Duties:** manage and run department on a day to day basis, responsible for all IT Commercial requirements for the Bank. Handle strategically important negotiations and complex contracts. Interface with Group Commercial and Procurement Departments. Staff appraisals, mentoring and career guidance. Review output and work from the department and culminate in a monthly report for issue to all external departments. Handle interdepartmental relations. Introduce WII
- **Achievements:** Re-structured IT Commercial Department and all job descriptions to rationalise and streamline the operating model. Re-aligned business interactions to meet Customers needs (Application Development / Infrastructure) and improve relationships. Introduced straight through processing to increase department productivity. Successfully integrated Group into FM IT's Commercial process. Designed and implemented reporting systems and databases to give accurate and regular Management Information. Instigated and ran cost savings initiative. Negotiated large value or strategically important contracts. Initiated Global harmonisation of IT Procurement across operation. Initiated recycle programme for IT Hardware in line with sustainable strategy and WEEE Directive.

**Public Body (PB)****Aug 2003 – Feb 2004****Interim Contracts Manager**

**Public Sector.** MERIS Programme. £4½m purchase of an integrated case management, finance, workflow and EDMS package. To act as support and contractual advisor to Programme Director, as well as interface with Service Partner/System Provider and negotiate revised scope and contractual terms on behalf of PB. Manage relationships with Key Stakeholders and other government departments. To provide skills transfer to PB procurement staff in the development and operation of contract management procedures and processes. Interface with OGC representatives. Meet with Change Board and Non-Executive Directors and advise them of progress made. Ensure that EU procedures are adhered to and OJEC notices handled correctly when applicable. To develop and manage processes and procedures for monitoring and managing all contract changes. Pause Agreement written, entered, negotiated and settled with active resolution and restart of project without Legal Proceedings.

**XYZ Ltd (Own ltd company)****Apr 2003 – Jul 2003****Managing Director/Procurement Consultant**

Various clients. Templates created, terms and conditions negotiated and strategy advised. Dispute resolution.

**ABC Bank****Jul 2001- Mar 2003****Interim Procurement & Contracts Manager**

- **Management Duties:** Manage team of contract negotiators (6), schedule and delegate workload. Appraise individuals' performances and interact with other departments. Mentor and supervise all work carried out by the department. Co-ordinate holidays requests to ensure balanced output. Run department status reports and oversee all project work. Submit, obtain approval for and implement cost savings initiatives.
- **General Duties:** Supervise negotiators' workload, advise strategy and negotiate on behalf of the Bank to improve the commercial position. Audit and advise on Telecom contracts. Negotiate and formalise agreement between various service supply vendors. General trouble shooting and resolving of contractual difficulties and departmental procedures. Set up templates for future contracts to be based on.
- **Achievements:** £ 12m savings achieved across the department in single financial year. Established Master Agreements for Consultancy Services, Software Supply and Maintenance. Handled Telecom service provider insolvencies. Wrote Service Level Agreements. Established Contract databases. Advised on department's overall procurement strategy and assisted in developing procedures for employees. Set up IT Equipment Disposal contract in line with WEEE Directive.
- **Management Achievements:** Reduced backlog by 60%, increased savings by 100% reduced staff turnover. Improved system by rationalising procurement requisition and contract negotiation process. Validation of savings claimed and audit of process.

*Last quarter of 2002 was spent running department of 22 staff on an interim basis, due to absence of bank's department head. Duties were extended accordingly. Budgetary Spend: Euros 500m*

**XYZ Bank.****Jan 2001 - Jul 2001****Interim Procurement Manager, ICT**

Contract negotiation/management. CRM Systems and Global Compliance Software System.

- **Duties:** Responsible for all IT Procurement, handle Software & Hardware purchase, review existing contracts for content, write, negotiate and implement SLA's. Train staff in contract negotiation techniques.

- *Achievements:* £ 5m savings achieved for first half of year 2001. BPR applied for method of Contract negotiation and record keeping. Found and claimed back funds where vendors had been over charging using manipulation of contract wording. Increased Department visibility and involvement in IT Procurement.

**Credit Card Co**

**Aug 2000 – Jan 2001**

**Interim IT Procurement Manager**

Negotiation of Contracts for Consultancy, Software Development, Licensing, Smart Card Software Development, Security Validation, Evaluation/Certification & Online Brokerage Services

- *Duties:* Project Procurement Manager for Online Brokerage Service project. Negotiated Consultancy Agreements with "Big 5" consultant houses. Set up and ran Procurement Activities and Involvement in project including Market Data Services and feeds, Website development contracts, Exchange links and Software Development. Establishment and negotiation of Terms and Conditions.
- *Achievements:* £ 1.2m<sup>+</sup> savings achieved. Completed negotiations for operating platform for Smart Card. Reduced Consultancy rates being implemented due to Global leverage.

**UK WATER COMPANIES**

**Jan 1999 - Aug 2000**

**Procurement Consultant / Interim Purchasing Manager**

Instigate BPR (*Business Process Re-engineering*) in order to rationalise & modernise the Procurement Department within the confines of a regulated industry subject to European Procurement Directives (**OJEC**). Negotiate frame contracts & introduce SLA's. Achieve radical savings in the company's OPEX spend. Capture and control IT spend.

- *Duties:* Manage department of 23 people and run OPEX & IT Procurement, negotiation and implementation of frame contracts for areas of day-to-day expenditure. Capture and control I/T and Telecom spend.
- *Achievements:* £ 3m<sup>+</sup> savings achieved. Negotiated and awarded contracts for operational equip. Communication contracts. I/T Consultancy Agreements, I/T Agencies, Internet/Intranet & Extranet Agreement, User Licences, Software Support & Maintenance Contracts, reviewed ARIBA, Clarus & Commerce One e-Procurement models. *Purchased and implemented an e-Procurement system.*

**Conglomerate**

**Jan – Dec 1998**

**Procurement / Commercial Consultant**

Procured Process Gas Compressors/Drivers, HRSG Package. IT Software Development Contracts.

- *Duties:* Administer and run Contract (£30 million). Gas/Steam Turbine Driven Compressors. Heat Recovery Steam Generators: (£6.5 million). Negotiated I/T contracts for modelling simulations.
- *Achievements:* Delivery on time, within budget despite numerous technical changes and claims.
- *Project:* Expansion of LNG plant for Oil Company – Karsto Norway.

**VVV (DUBAI, UAE)**

**1992 – 1997**

**Operations Director/Partner, Dubai**

Own procurement and engineering company. (Staff numbers ranged between 5 & 120 at biggest) Provided logistics and agency services to numerous onshore & offshore oil companies. Operated ship repair and dry docking workshop. Ship and platform charters. Established trade routes and supply chains into Turkmenistan and Uzbekistan.

- *Achievements:* 1<sup>st</sup> company to provide over land supply chain from UAE to Turkmenistan. 1<sup>st</sup> company to open relations with NIOC for overhaul of platform equipment. In exchange for Bata trade relations. 1<sup>st</sup> company to provide supply chain into Yemen post civil war. *Clients included:* Oil Co's, Govt Agencies and Financial Institutes.
- *Duties included:* Finance, budgeting, legal, subcontracts management. Recruitment, local regulation and government interface. Procedures. Ship repair management. Offshore leasing contracts for rigs etc.

**XYZ INC.**

**1991 – 1992**

**Senior Buyer, London & Middle East**

- *Duties:* Procurement support for Fire Fighting teams in Kuwait and rebuild/re-commission Oil Refinery.
- *Achievements:* Project ahead of schedule, below budget.

**Freelance Contract/Interim Buyer / Procurement Consultant**

**1987 - 1990**

- **Oil Co (UK)** – Ran procurement for UK refinery and overseas requirements *Assignment duration; 2 years.*
- **XXX** – Costing/estimating for contracts department.

**ZYX PROCUREMENT SERVICES (Saudi Arabia)**

**1985 - 1987**

**Operations Director/Partner - Own Procurement Agency.**

**ABC ENGINEERS & CONSTRUCTORS**

**1979 - 1984**

**Senior Buyer, London & Overseas** - Purchased High Value Mechanical and Construction Equipment.

**XXX ENGINEERING**

**1978 - 1979**

**Buyer** – Castings, Sub-contracts, Inspection, Research & Development

**EDUCATION**

1976-1977

ONC Business Studies

1971-1976

8 O'levels & 3 A'levels

**INSTITUTES:**

Member the Institute of Commercial Management (**MInstCM**)  
Member, Energy Institute (**MEI**) (formerly Institute of Petroleum)

**COMPUTERS:**

Word, Excel, Oracle, Business Objects, Power Point, Outlook, Lotus Notes, etc