

SENIOR IT PROCUREMENT INTERIM 2

£750 – 850 per day

PROFILE:

A highly experienced and results orientated procurement professional with a proven track record of adding significant value to companies either directly or through managing teams. Success has been achieved in respect of purchasing transformation and change programmes including introducing and improving sourcing methodologies, procurement toolkits and processes, developing supplier relationship management programmes, improving internal stakeholder management to board level; developing category management; leading critical local and global negotiations at a senior level – resulting in increased and sustainable procurement performance, including exceeded cost saving targets.

EDUCATION:

1987 – 1991

BA (HONS) BUSINESS STUDIES DEGREE – 2.1

1995 – 1998

CHARTERED INSTITUTE OF PURCHASING & SUPPLY (MCIPS qualification)

EMPLOYMENT:

11/2005 - Present

INTERIM LEAD SENIOR PURCHASING CONSULTANT - XXX

- Areas of responsibility:
 - Purchasing Transformation Team (Lead Member) –
 - Selection and implementation of electronic sourcing tools
 - Strategic input to the Purchasing Change Programme
 - CEO's Cost and Efficiency Review – identification of opportunities; co-ordination of implementation, realisation of savings
 - Purchase to Pay – strategic input to decision making to programme establishment and implementation
 - Leading, coaching and mentoring of six purchasing managers (varying skill levels)
 - Responsible for Data Centre IT hardware, software, IT Consultancy - across mainframe. Midrange and Infrastructure); Off-shoring ITO;
 - Responsible for top tier local and global vendors – predominantly IBM, Oracle.
 - Company-wide Purchasing lead for XXX; negotiated Master Framework Agreement; XXX Integrated Account lead on behalf of company
 - Devising commercially sound sourcing strategies
 - Develop and roll-out of new processes / toolkits e.g. Supplier Relationship Management
 - Contribution to the wider management and direction of the IT & Telco Team and Purchasing function
- Man-management:
 - Four Senior Purchasing Managers; two Purchasing Managers; one Analyst. Established strategic and tactical goals; personal development plans
- Results:
 - Strategic: - Transformation from reactive, uncoordinated and not

- 'joined-up' to orchestrated, proactive and results orientated approach
- Est. clear strategic action plans in order to meet objectives
- Identification and prioritisation of opportunities via workshops and improved data gathering and analysis
- Adoption of new processes and systems
- Financial
 - £11m cash savings (Nov 05 to end 06 incl.)
 - £19.1m cash savings (Jan – Dec 07)
 - £7.2m cash savings (Jan – 08 ytd)
 - Greater degree of challenging purchasing managers / stakeholders and suppliers to generate cost saving and service opportunities
- Other
 - Motivated team to achieve results; identification and prioritisation of opportunities via workshops, data analysis
 - SLA, KPI and contractual improvements
 - Implementation of a new cost saving methodology
 - Helped to introduce Supplier Relationship Management (SRM)
 - Effective stakeholder management ensuring buy-in
 - Introduced process for workload management
 - Introduced objective driven weekly team meetings (RAG based)
 - Increased use of RFXs, e-Auctions
 - Introduced Terms of Reference; negotiation plans

04/2005 -10/2005 INTERIM PROCUREMENT CONSULTANT – ABC LTD

- Areas of responsibility:
 - Formulation and co-ordination of SAP Purchase to Pay Blueprinting (Purchasing module)
 - Purchasing of marketing products/services business case
 - Review and formulation of corporate purchasing policies
- Man-management:
 - Co-ordination of direct and indirect purchasing teams
- Results:
 - Strategic:
 - Successful blueprinting and business case
 - Strategic review of marketing third party spends
 - Won 'hearts and minds' for purchasing of marketing business case against traditional reluctance by stakeholders
 - Corporate Purchasing policies revised / introduced for first time
 - Financial:
 - Identification of savings for business case; Marketing savings opportunities
 - Other:
 - Development of purchasing KPI's
 - Est. internal service levels to marketing stakeholders
 - Marketing spends – conducted diagnostics; devised sourcing strategy; gained stakeholder buy-in for first

- time
- Deputised during recruitment of Head of Purchasing

09/2001 – 04/2005 HEAD OF PROCUREMENT – XXX LTD

- Areas of responsibility:
 - Overall performance of corporate procurement, value add to the company and shareholder value
 - Lead procurement initiatives
 - Leadership of group purchasing initiatives
 - Lead negotiator for major deals
 - Predominantly IT hardware / software expenditures for Data Centre, and telecommunications; also technical and BPO outsourcing to Asia
 - Manage stakeholders to CEO level
 - Introduce and develop P2P system; responsible for governance of XXX system
- Man-management
 - Purchasing team (3); develop / appraise objectives
- Results:
 - Strategic:
 - Established corporate procurement function
 - Established Procurement Council across GUS
 - Financial:
 - Savings of £4.5m over three years
 - Consolidation of spends
 - Other:
 - Extensive experience in negotiating in Europe, USA, and Asia
 - Reduced supplier numbers by 75% over three years
 - Established central contract repository
 - Introduced Corporate Procurement Policy
 - Led introduction of new processes
 - Developed use of SLAs,
 - Strong legal knowledge developed, particularly in IT
 - Management of supply chain governance and risk
 - Introduction of Corporate Social Responsibility (CSR) Policy; Business Conduct Policy
 - Formulation of complex contracts

07/1998 – 09/2001 PURCHASING MANAGER – XYZ plc

- Areas of responsibility:
 - Management of purchasing of all packaging materials
 - Transform supplier relationships from adversarial, demotivated and underperforming to positive and productive (and measured)
- Results:
 - Strategic:
 - Formulation of purchasing category strategy
 - Introduced purchasing models incl. supplier segmentation
 - New data driven processes introduced: vendor rating; process controls (incl. six sigma, cost of quality)
 - Continuous improvement projects introduced
 - Financial:
 - Reduced costs by 7% of spend (2000); 9% (2001)
 - Management of spend vs. budget

- Other:
 - OTIF increased from 75% (1998) to 95.5% (2001)
 - Introduced SLAs with key vendors
 - Regular negotiations in Europe and Asia
 - Business Consultant to local school Young Enterprise Scheme

10/1996 – 07/1998 RAW MATERIALS MANAGER – ZXY Ltd
09/1995 – 10/1996 BUYER (MARKETING / GOODS for RESALE) – ZXY Ltd

- Areas of responsibility:
 - Negotiation of key goods and services
 - Management of Supplier Relationship Management (SRM) and vendor rating
 - Six Sigma project management
- Results:
 - Strategic:
 - Use of supplier modelling to determine strategy and supplier relationships
 - Gained internal stakeholder acceptance of purchasing involvement in supply chain decision making
 - Attained Six Sigma Black Belt
 - Financial:
 - Reduced spend by £0.6m (6.5%) in 1998
 - Other:
 - Reduced cycle times
 - Improved quality of materials (to 99% ONIFNE)
 - Introduced KPIs for vendors; managed vendor rating system
 - Increased Purchasing profile within the company

03/1994 – 09/1995 ENGINEERING & SERVICES BUYER – WWW Ltd
09/1992 – 03/1993 RAW MATERIALS BUYER

- Areas of responsibility:
 - Negotiation of food ingredients / commodities; facilities management services (including outsourcing); engineering capital expenditures (capex's), spares, maintenance services
- Results:
 - Strategic:
 - Move away from traditional transactional relationships to value adding relationships
 - Formulation of contracts and SLAs
 - Financial:
 - 9% savings (1993); 14% (1994)
 - Other:
 - Strong foundation in negotiation tools and techniques
 - Improved quality of materials (to 99% ONIF)
 - Introduced KPIs for vendors
 - Moved away from focus on price to total costs
 - Rationalisation of the supply base

1991 – 1992 TOUR OF AUSTRALIA (following graduation)

- Developed resourcefulness and planning skills

1989 – 1990 BUYER – ABC plc

- University Industrial Placement
- Responsible for purchasing food additives and ingredients
- Negotiated improvements in commodity prices and lead times

INTERESTS: Tennis, swimming, theatre, business magazines/books, travelling to new places