



## SENIOR SOURCING SPECIALIST - IT / TELECOMS

PROFILE 4

A Highly motivated, results focused Senior Procurement professional with career achievements across major private and public sector organisations. A strategic functional lead for major change programmes, pre and post-merger business acquisitions, transformation projects and business efficiency initiatives. Benefits delivery and savings success across UK, European and Global business operations. Extensive Category experience including **Outsource ICT Services; Datacentres; Hardware and Software; Mobile Technology; Digital Services; Telephony & Networks; Professional Services; Maintenance Services; Business Supplies; Managed Print Services** etc. MCIPS qualified.

### K E Y A C H I E V E M E N T S

#### Category Director - Major Public Sector Organisation

2009-2016

£3.6bn organisational budget, 55k employees and ICT Category spend c£240m pa.

- ⇒ 2016 - post transition role with cross tower oversight in conjunction with Service Delivery colleagues and a major Consultancy to ensure **£36m savings p/a** are delivered through key milestone stages.
- ⇒ 2014/15 - designed a new 'pay as you grow' contract model design for co-location Data Centre facility. I led market analysis and negotiations securing improved PUE and **£32m TCO saving**.
- ⇒ 2014 - Remodelled 4 year, £91m contract (**£9m savings**) to Insight UK (Mar14); **£2m additional savings** for mobile voice and data tariff reduction and hardware fund (Jan 14).
- ⇒ 2012 - the 3 year benefits report was **£18.5m saving**; 30% supplier reduction; 70% less contracts; 40% increase in executive engagement: 97% compliance and £600k P2P efficiency.
- ⇒ Personal responsibility for developing key suppliers: SCC, Insight and Vodafone. CIPS recognised approach helped secure CIPS accreditation award in 2012.
- ⇒ 2010 - Lead for three national procurements including £64m UK network framework with Vodafone for Mobile Service Solutions. **Savings c£18m** with 66% UK wide ported success.

#### Senior Commercial Manager / ICT Team Leader (Major Financial Services Organisation)

2005 - 2009

Global Financial Services. Initial remit to develop Procurement Service at Green field site. The operating model evolved to a consultancy based offering for all business groups with c£70m pa expenditure.

- ⇒ Outsourcing lead to Group FD securing an improved contract for JD Edwards Finance System. Rapid market evaluation, sourcing and service transition with Velos IT **saving c30% (£1.1m)**.
- ⇒ Led a 12 month eProcurement project on time, specification and budget. P2P efficiency gains to UK onshore operations, India off shore Shared Service Centre and Luxembourg Central European Support Services function.
- ⇒ Key sourcing including MiFID Regulatory compliance for Investment Management negotiating with London Stock Exchange and Gissing Software enabling real time regulatory trade reporting.

#### European Category Manager (Global Services Company)

2002-2005

International remit in post-merger period. Category lead to Group businesses in Northern and Eastern Europe.

- ⇒ Strategic cost benefit analysis of losses, insurance and product cost identified opportunity to re-profile solutions investment. New product and national supply chain review realised **£500k p/a saving (27%)**.
- ⇒ European mobile voice and data savings with regional IT Directors. **Savings c30%, 2m Euro** across European strategic alliance network. New UK tariffs for fix line and non-geographic services from BT to C&W **saving c£300k** and leverage position on fixed line rentals.
- ⇒ Pan European sourcing lead for Tamper Evident Cash Bags. Multi-national product rationalisation and standardisation. **Savings 3.6m Euro**, 20% ahead of benchmark.

#### Procurement Manager (Major Security Services Company)

1999-2002

Reduced revenue costs and improved performance across key categories: Forensic and Custody Medical Services 10%; Contingent Labour 17%; Catering 20%; non geographic Telco 25%.

- ⇒ Project managed the development of new branded uniform completing on time, on budget role out to 1500 staff at 18 UK operational sites with full Union engagement and staff consultation.
- ⇒ Project managed the design, budget and build of modern Central Control Room; a four month critical project relocating 130 staff with an improved operational capability, efficient fleet management operation and performance.