



SENIOR PROCUREMENT MANAGER - IT

PROFILE 5

A highly experienced 'results driven' senior Procurement Manager with extensive indirect procurement experience, gained in diverse industry sectors working with an array of 'blue chip' corporate clients. Possessing extensive Business Change & Transformation experience as lead commercial negotiator (including four major corporate clients, within the last 3 years). Proven contract knowledge, drafting and understanding skills and a successful track record of delivering performance improvement within large corporates. An effective and experienced Manager well versed in delivering in fast paced and demanding environments. Software negotiations consistently delivered to a price independently determined as 'World Class' by Gartner. Achieved full MCIPS and BA (Hons) Business Studies qualifications.

KEY DELIVERABLES

- Multi £Million cross border Microsoft Enterprise Agreement for a 'green field' site, delivered within budget and time frame, with the added complexity of the inclusion of a large contingent of novated licenses from the divesting parent company.
- As Third Party Team commercial lead, negotiated circa 280 software license 'rights to use' for a major third party system integrator, incurring minimal cost to the Client.
- Negotiated 30-Professional Service Agreements for Tier 1 & 2 Consultants, thereby reducing risk while delivering significant savings.
- Tendered to contract placement for postal services, private health care, telephony support and document storage for a large financial institution on a Group wide basis.
- Negotiated Enterprise software licenses with: CA, SAP, Oracle, IBM, Microsoft, BMC, HP, Experian, Thunderhead; Duck Creek Technologies Inc.
- As a result of corporate merger integrated 'key' software applications to best commercial effect.
- Effectively introduced IT category management to a large banking corporation, managed a team of 30-Buyers and reduced IT spend by £32M in the first year.
- Experienced in working as part of a multi cultural delivery team involving Business Change and System Integrators, namely: Ernst & Young, Accenture, KPMG, CSC; TCS.

PROFESSIONAL EXPERIENCE

Major Infrastructure Provider - Strategic Sourcing Manager (Interim)

2014 - 2015

Working on a £300M+ programme, the largest transformation programme of its type in Europe that has received excellent audit results. The Programme involves a 'Top 3' Consultancy as IT Business Change Consultant and a Major System Integration Corporation who are part of a unified delivery team challenged to deliver cost savings and increased efficiencies in contract renewals, infrastructure refurbishment and maintenance across the project. Prime responsibility was Commercial Management of the Business Change Integrator Consultancy and determination of best commercial practice and negotiation of pricing for large service based work packages.

Global Airline - Procurement Executive, (Interim)

2014

Primary Activity: To agree the software license strategy and manage commercial negotiations associated with the movement of a trading entity, a 100% owned subsidiary of the Airline to the holding company of the group. Prime responsibility for the current contract license entitlement interpretation and agreement of the commercial strategy to re-align license requirements under the new group.

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SENIOR PROCUREMENT MANAGER (continued)

PROFILE 1

Major Financial Services Organisation - Sourcing Manager. (Interim) 2013

Provided commercial and procurement support for large scale technology projects. Prime responsibility for: Microsoft, Experian, Fair Isaac Corp and Thunderhead.com applications. Reduced embedded Supplier software support renewal costs from £10M to £2M. Negotiated a 'green field' Enterprise Software License, taking costs down from £8M to £2.5M. Successfully migrated circa 50-applications from Group to divested entity while maintaining a largely cost neutral position.

Major Automotive Manufacturer- Negotiator – Major Project - £600M (Interim) 2012 - 2013

Working as part of a KPMG Project team to transfer IT support from the Business to an external Consultancy Services company. Responsibility includes gaining 'Rights to Use' for circa 200 software licensors for over 1k separate applications, within a definitive time line at minimum cost; to ensure timely transfer of service within budget. Renegotiation of retained services and transfer of terminated services were also within the remit. Negotiated with circa 230 software licensors to migrate application licenses at a negligible cost to the Business, within tight Project time scales and budget.

Global Airline - Procurement Executive, IT Delivery & Architecture (Interim) 2011

Procurement lead for a new Enterprise Resource Planning Tool (ERP).Integration. Application software renewals.

Major Financial Services Organisation - Snr. Procurement Consultant. (Interim) 2011

Delivering merger benefits stemming from the acquisition of 3 major organisations by venture capital company. Essentially securing third party 'Rights to Use', novating contracts and writing new supply contracts under the governance of the Separation & Integration team. Delivery success necessitated intense and frequent 'stakeholder' negotiation, particularly with Legal advisers and IT Delivery Managers.

Major Financial Services Organisation - Procurement Manager. Corporate Procurement (Interim) 2011

Tendering of Private Medical Insurance for 2.6k management grade personnel. Negotiation of hosted service contract for mail-room. Working with HR to conduct strategic review of employee benefits. Commercial lead for new ISA.

Major Banking Group - Procurement Manager (Interim) 2010

Facilitate the sale of division. Responsible for ensuring mission critical supply contracts were completed by a 'go-live' date of 1st December 2010 to enable the £2billion sale to proceed. supporting testing with implementation of partnerships with key suppliers.

Major Financial Services Organisation - Procurement Manager (Interim) 2009 - 2010

The negotiation of Software contracts and hosted service contracts. The negotiation of supplier third party access rights to facilitate the outsourcing of the company's IT Infrastructure & Operations to IBM. Negotiated new insurance claims software license with Duck Creek Technologies Inc.

Leading Media Company - Senior Procurement Manager, Technology (Interim) 2009

Responsible for core application development software, security applications and desktop distributed software. £200M annual spend on software, responsible for the negotiation of third party software licence agreements and gaining internal stakeholder approval.

Major Banking Group - Deputy Head of IT Procurement (Permanent) 1989 - 2008

Annual spend: c. £600M. 4 direct reports. With responsibility for an IT Procurement Department of 34 and line responsibility for delivering £32M annual savings.

Primary Activity: To ensure professional buyer resource availability, to ensure continuity of service to be able to deliver to departmental objectives. Ensuring staff are trained adequately and have balance scorecard, agreed objectives in place and a career path development programme. Responsibilities included the deployment of all customer requests for IT commercial assistance to direct report IT Category Procurement Heads, for assignment to their respective teams. Customer and stakeholder liaison to ensure the adoption of a supportive and collegiate approach to ensure a seamless delivery customer experience. Took the negotiation lead for strategic commercial requirements, typically 'big ticket' acquisitions for software, hardware and services. Identified saving opportunities and harnessed Group spend to best commercial effect.