



## SENIOR SOURCING SPECIALIST - IT

## PROFILE 2

A Senior IT Sourcing Professional with a successful track record of saving cost and improving performance within leading blue chip Financial Services, Telecoms and Services organisations. An effective communicator and strong negotiator with an in depth understanding of Strategic Sourcing and Vendor Management. Highly motivated, flexible and collaborative; with excellent influencing and Stakeholder Management skills. MCIPS and BA (Hons) Business Studies qualified.

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

#### Head of Infrastructure - Software Sourcing (Major Financial Services PLC) 2014-Present

- ⇒ Direct ownership and excellent savings delivery: **Microsoft, VMware, McAfee, BMC, Hadoop Big Data, Cloudera**
- ⇒ Renewal of the Microsoft EA, Premier Support - includes Azure and Online Services. **Savings of £4m pa** for the EA, **\$730k business investment funding and £3m reduction** in support fees.
- ⇒ Agreement of a VMware ELA including an ongoing support **reduction in excess of £1m pa**.
- ⇒ Category Plan circulation and buy in. Agreement of Sourcing strategies. Leadership of a strong and successful team.

#### Sourcing Group Manager - Application Development 2012

- ⇒ Development of onshore and offshore stakeholder relationships. Refreshed terms and conditions with key offshore vendors. **Overall savings of £6.7m** for offshore vendors.

#### Sourcing Group Manager - Global Banking & Markets 2011-2012

- ⇒ Management of Managed Service Vendors – Strategy Agreement with Stakeholders, Requirements gathering, RFP, E-auction and robust contract agreement. Review of contract with Citrix to drive further value and reduction in ongoing maintenance of Citrix license.

#### Sourcing Group Manager - Infrastructure Software 2010-2011

- ⇒ **Saving of £360k** for CA Sysview software
- ⇒ RFP and commercial negotiations for Websense DLP software – **industry award winning project**.
- ⇒ **Saving of £655k (50%)** for Xmatters Alert escalation software
- ⇒ **Saving of £675k (20%)** on contracted prices for the Compuware renewal.
- ⇒ A total of 18 individual savings approved on Ariba

#### Sourcing Group Manager - Application Software 2006-2009

- ⇒ Early renewal of Datasynapse ELA to obtain **£750k of P&L savings** by rolling all ongoing support streams together and reducing the cost
- ⇒ **Savings of £400k** profit and loss against Sapient IT roles rate card.
- ⇒ **Savings of over £6m** across the Insurance Transformation Programme
- ⇒ Several e-auctions using different types of auctions for requirements such as Log, Monitoring and Reporting s/w (**£803k saving** using internal cost weightings) and Personal Injury s/w (**£260k saving** through a sealed bid).
- ⇒ **Saving of £4m** for the new Detica fraud agreement for Retail Bank.

#### Sourcing Specialist - Business Services (Global Entertainment Organisation) 2006

- ⇒ **Savings of 11%** for bundled facilities services.
- ⇒ Key driver behind introduction of managed service implementation for Temp Labour to reduce internal headcount and overhead costs.
- ⇒ **Savings of £136k** on a baseline spend of £475k for Building Maintenance services.
- ⇒ A total of 18 individual savings approved on Ariba.

#### Procurement Specialist - IT Category (Leading Telecoms PLC) 2005-2006

- ⇒ Microsoft: **Savings of £1.4m** against a £9.1m spend.
- ⇒ **Cost avoidance of £1m** with Oracle by implementing a new process to review license purchasing.
- ⇒ **Project savings of £417k** against a budget of £475k for Trouble Ticketing (professional services).
- ⇒ Mailbox security project, software license upgrade and maintenance **savings of 46%**.
- ⇒ **Recognised and rewarded within UK Supply Chain: Supply chain award: Best use of online tools.**

#### Procurement Specialist – Business Services 2003-2005

- ⇒ Hotels e-auction **savings of £429k** (£2.4m spend); key airline contract **saving of £500k** (£5m spend); Stationary **savings of £246k** (£961k spend) and a reduction in the core product list from 1800 items to 650 items.