



SOURCING SPECIALIST - IT & TELECOMS

PROFILE 1

SUMMARY: An experienced hands-on ICT Procurement and Supply Chain Professional whose background includes roles at many major Blue Chip organisations across varied industries. Significant results achieved across a range of commodities and categories. Able to 'hit the ground running' in challenging environments and to work positively with stakeholders at all levels. MCIPS and BSc(Hons) Business Studies qualified.

Suppliers worked with include: Verizon, Colt, Eircom, BT, IBM, KCom, EMC, Sunspeed, Lenovo; HP, Oracle, Samsung, Zones, Bytes, VMWare, Level 3, Telefonica, Vodafone, O2, NetIQ; Symantec, BMC, Cisco, McAfee, NorthGate Aristo, IP Soft, Ion Trading, Calypso, Rackspace, Broadridge, RiskFactor, CenturyLink, EMC etc.

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

Supply Chain Manager - ICT (Major Bank)

2016

Role encompassed Sourcing and Contract Management responsibilities

- ⇒ Led renewal/renegotiations for worldwide voice and data services with Verizon (**saving £800K**), Eircom (**saving 25%**); and KCom (agreeing a short term extension to provide flexibility for the Bank to re-size).
- ⇒ Developed and implemented category strategies for the following HR services: Wellbeing, Reward, Staff Incentives, Pensions, Permanent Recruitment, Training.
- ⇒ Re-negotiated contract with BT for Kulu Valley video communication solution software and services, extending usage to unlimited (ELA) from restricted access numbers at no additional cost.
- ⇒ Negotiated insertion of new contractual provisions into agreements with COLT, Eircom and Verizon.
- ⇒ Managed Network Equipment Support agreement with IBM and initiated renegotiation of mid-term commercials and inventories.
- ⇒ Extensive use of Ariba.

Procurement Manager - ICT (Leading Law Firm)

2015-2016

- ⇒ Negotiated major new contract with CenturyLink covering move of Data Centre from in-house to a Co-Location facility, **saving c.£100K** and working with Project Manager to achieve key milestones on-time.
- ⇒ Controlled contract negotiations for the Data Centre move with EMC and Sunspeed, **saving c.£80K** in total.
- ⇒ Handled co-ordination of a range of BAU Hardware/and Software desktop procurement activity, working with vendors including Lenovo; HP; Samsung; Zones; and Bytes.
- ⇒ Completed new Software Enterprise Licence Agreement with VMWare, providing global rights for all offices.

Senior Category Manager - ICT (Major Services Outsourcing PLC)

2015

- ⇒ Controlled Networks, Telecoms and IT Security categories within Procurement Department.
- ⇒ Managed cost reduction initiatives, working with vendors including Level 3, Telefonica and Vodafone. Achieved **total savings of £450K+** through re-negotiation of existing agreements, including £100K with Telefonica (Mobiles); £310K with Vodafone (Data Centre) and £50K with Level 3 (Networks).
- ⇒ Responsible for a range of divestment-related activities resulting from the businesses revised business strategy.

Procurement Manager - ICT (Major Financial Services Organisation)

2014-2015

- ⇒ Controlled new Software requirements, renewals and consolidations with vendors including HP; NetIQ; Symantec and BMC.
- ⇒ Handled Procurement for business transformation projects within IT Infrastructure, including:
 - ⇒ Firewalls Replacement - multiple vendor project involving BT, Cisco and McAfee.
 - ⇒ Enterprise Control Centre project - saving £100K on £600K spend.
 - ⇒ Internet Security/Acceleration Replacement project - **saving over 50% versus budgeted costs.**

Continued



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

Sourcing Manager - ICT (Major Banking Group)

2013

Handled a range of Software, Professional Services and Operations Sourcing activity within Central Procurement Group.

Negotiated contracts with vendors including:

- ⇒ Ion Trading Software, **saving £250K on £4M spend.**
- ⇒ Calypso Software/Professional Services, **saving £550K on £6M spend.**
- ⇒ Conducted two Factor Authentication Services and Collateral Management Platform.
- ⇒ Supported branch divestment project, working on contracts separation with vendors including Parseq, Travelex, Amex and CashFac.

Sourcing Manager - ICT (Leading Bank)

2012

- ⇒ Short term contract to complete urgent year-end Software and Hardware renewals including Exadata contract with Oracle (£200K); HR Systems Hosting agreement with NorthGate Aristo (£2.3M); and major contract with IP Soft (£1.5M).
- ⇒ Performed contract re-mediation activities with Vocalink, Rackspace and RiskFactor.
- ⇒ Met year-end deadlines whilst achieving savings on renewal costs.

Senior Sourcing Manager (Major Bank)

2010 - 2012

- ⇒ Managed a team of Sourcing staff covering Infrastructure Hardware, Software, Networks and Telecoms across the EMEA region, with a total spend of £250M P/A.
- ⇒ **Team achieved savings of around £15M P/A** in mature area including BT Radianz £1.5M; O2/Vodafone £2M; EMC £1.2M; and Hardware Reseller £1.5M.
- ⇒ Handled key activities relating to the merger of the Bank.

Sourcing Manager - ICT (Major Bank)

2001-2010

- ⇒ **Achieved average annual savings of £6M**, including £2.6M on MPLS contracts with BT and AT&T; £1.5M on Mobiles contract with O2; and £2.1M on new Bureau Services (Software) contract with Broadridge.
- ⇒ Controlled multiple projects within technology area, with vendors including BT, Avaya, Cisco, HP, IBM, AT&T, O2, Vodafone and COLT, plus numerous Software, Professional Services and Market Data vendors.
- ⇒ Worked on divestment project relating to the sale of investment management business to another bank.

Procurement Manager - ICT (Major Government Services Organisation)

1999-2000

- ⇒ Handled contracts across all categories, including Software, Facilities Management and Professional Services.

Procurement Manager - (Financial Services PLC)

1996-1998

- ⇒ Worked on establishment of a Procurement function in a 'greenfield' site, achieving savings and improvements across categories from IT to Facilities Management.