



SENIOR INTERIM CATEGORY MANAGER - IT / TELECOMS / PROFESSIONAL SERVICES

A talented and highly qualified Senior Sourcing / Procurement Professional with experience derived in a variety of industry sectors within major Blue Chip organisations. Significant results achieved across a range of commodities and categories. Able to hit the ground running in challenging environments and situations and to work closely and successfully with senior stakeholders up to Board level. MCIPS and BA (Hons) 2:1 Business Studies (Supply Chain Management) qualified. Category expertise:-

- IT Networks
- IT Security
- Market Data
- Telecoms
- IT Software
- Facilities
- IT Professional Services
- Banking Technologies
- IT Asset Management
- IT Hardware
- Datacentres
- Divestment

Suppliers worked with include: Cisco, Oracle, Northgate, Microsoft, McAfee, Unisys, Computacenter, HP, NetIQ, Symantec, BMC, EMC Storage, Broadridge, AT&T, HP, IBM, IP Soft, Colt, Vocalink, O2, Vodafone, BT, Ion Trading, Calypso, Moorepay, Fundtech, Actimize, Two Factor Authentication Services etc.

CAREER ACHIEVEMENTS

Global Services Group - Senior Interim Category Manager

2015

Controlled the Networks and Telecoms category within Procurement Services.

- Managing Cost Reduction initiatives with vendors including Level 3, Telefonica O2 and Vodafone.
- Responsible for Divestment activities relating to this global company's revised business strategy.
- Controlled Networks and Telecoms requirements in support of the business' private and public sector clients.

Major Financial Services Group - Senior Interim Category Manager

2014 - 2015

Handled Procurement for Business Transformation projects within IT, Networks and IT Security, including:

- Firewalls Replacement; multiple vendor project involving BT, Cisco and McAfee.
- Microsoft Exchange Migration project; working with BT, Unisys and Computacenter.
- Enterprise Control Centre project, **saving £100K on £600K spend** with AVI-SPL.
- Internet Security/Acceleration Replacement project, saving over 50% versus budgeted costs.
- Represented Group Commercial Management on the Business' 'Software Centre of Excellence' Project, to improve the end-to-end software procurement and management process.
- Managed competitive bidding process for a company-wide Software Asset Management tool, covering proof of concept, system purchase, implementation and support.
- Handled new Software requirements, renewals and consolidations with vendors including:
 - HP, consolidating multiple contracts and **saving 12% on £700K costs**.
 - NetIQ, Symantec and BMC, **saving an average of 15% on renewal costs**.

Major Bank- Senior Interim Sourcing Manager

2013

Controlled Software, Professional Services and Operations Sourcing for Markets and International Banking Divisions, covering both Investment and Retail Banking.

- Negotiated contracts with vendors including:
 - Ion Trading, **saving £550K** on £4M spend.
 - Calypso, **saving £600K** on £6M spend.
 - Moorepay, **saving £50K** on £240K spend.
 - Fundtech (£400K spend); and Actimize (£250K spend).
- Conducted RFPs for:
 - Two Factor Authentication Services, **saving £1m** versus budget.
 - Collateral Management Platform, **saving £1.4m** versus budget.
- Involved in the Bank Branch Divestment Project, negotiating contracts separation for the new entity with vendors such as Parseq, Travelex, Amex and CashFac.



Major Bank - Senior Interim Sourcing Manager

2012

- Completed urgent renewals for Datacentres team including Exadata contract with Oracle (£200K); HR Systems Hosting agreement with NorthGate Aristo (£2.3M); and Software contract with IP Soft (£1.5M).
- Successfully performed contract remediation activities with Vocalink, Rackspace and RiskFactor.
- Met year-end deadlines whilst achieving average savings of 15% on renewal costs.

Global Bank - Head of Infrastructure Technology Sourcing

2010 - 2012

Managed a team of five senior staff covering Infrastructure Hardware, Software, Networks and Telecoms Sourcing 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 connectivity £1.5M; O2/ Vodafone Mobility £2M; EMC Storage £1.2M; Hardware Reseller £1.5M
- Senior member of Technology Sourcing Management Team.
- Handled key activities relating to the merger of to major banks.

Global Bank - Head of Infrastructure Technology Sourcing

2001 - 2012

Controlled major Sourcing projects, including new Datacentre at Camberley.

- Achieved average annual savings of £6M, including £2.1M on cost of new Bureau Services (Software) contract with Broadridge; £2.6M on MPLS contracts with BT and AT&T.
- Controlled multiple projects within technology area - vendors included BT, Avaya, Cisco, HP, IBM, AT&T, O2, Vodafone, COLT and C&W, plus numerous Software, Professional Services and Market Data vendors.
- Involved in Divestment Project in regard to the sale of investment management business to another bank.

National Air Traffic Services - Interim Deputy Head of Commercial Management

1999 - 2000

Coached and managed five procurement staff; regularly deputised for Head of Commercial Management.

Major Financial Services PLC - Head of EMEA Procurement

1996 - 1998

Established complete Procurement function in a Greenfield site, achieving savings and improvements across all categories from IT to FM.

- Managed and led a team of four senior Procurement professionals.
- Key member of Global Procurement Management Team, involving regular trips to the U.S. and Europe.

Major Petrochemical Corporation - Head of Contracts & Insurance

1990 - 1996

- Leader of a team of ten contracts and procurement professionals, responsible for budgeting, team performance, reporting and senior level liaison.
- Created a successful environment in which the team achieved major savings, significant process improvements and record customer satisfaction results.
- Member of Senior Corporate Services Leadership Team, working regularly with Board of Directors.

Leading Utilities PLC - Contracts and Logistics Manager

1989 - 1990

EDUCATION AND PROFESSIONAL

- BA (Hons) 2:1 Business Studies (Supply Chain Management)
- MCIPS Chartered Institute of Purchasing and Supply