



***Hermetica Consulting Limited, High Wycombe, Managing Director Jun 2001 - Nov 2016***

Hermetica was a consultancy/interim company focussing on purchasing, transformation and analytics.

- **Senvion (REPower), Germany, Mar 2014 – Jan 2016:** Commissioned by the Senior VP for Supply Chain to improve claims and overall supply chain processes (from strategic sourcing, risk and supplier relationship management perspectives) in the onshore and offshore wind energy sector. Circa €2bn spend per annum.
- **MAN Diesel & Turbo, Germany, Oct 2012 – Sep 2013:** Working alongside the Senior Vice President for Purchasing, implemented purchasing transformation (new governance, revised strategic sourcing processes, improved reporting and performance monitoring). Savings increased by 70% whilst spend decreased by 16%. Re-established group purchasing for an organisation of 250 purchasing professionals over 9 global business units. Introduced new governance, spend performance reporting, and improved category strategies for a spend of €1.5bn. Prepared the diverse procurement function for migration into VW governance and structures.
- **MAN Truck & Bus, Germany, Jun 2011 – Sep 2012:** Supply Chain Risk Management Project Mgr. Created a financial supply chain risk management system and simplified processes for over 1,000 suppliers. Developed a part level risk analysis warehouse / ETL solution involving a spend of €4.5bn, 60,000 parts and data from over 20 disparate systems. Transitioned parts into the VW structures when VW acquired MAN.
- **Department of Health Care Services Efficiency Delivery, May 2006 – May 2011:** Commissioning work-stream lead. 12 nationally published papers and guidelines covering use of technology, commissioning, make-or-buy, outcomes and national performance analysis and reporting. Represented DH at a national level (CIPFA, DH, LGA, NHS Information Centre) on social care reporting, use of resources, and personalisation. Programme managed a data warehouse / ETL solution (TRIPS) for detailed care service analysis at service user package level which was piloted by the East Midlands region, following an earlier tool (TRACS) which was installed in 50 authorities. Facilitated the 12 East of England authorities to arrive at regional contracting and performance standards. Developed a “lean” value stream based methodology for improving efficiency in adult social care. Programme managed implementation in the South West region. Developed the national engagement process for CSED. Negotiated with the DH and Treasury during the 2007 Comprehensive Spending Review.
- **MaxData, Germany, Nov 2005 – Apr 2006:** Working alongside a managing director on Supply Chain Optimisation. Saved 10% on a spend of €450m via improved processes, better sourcing strategies, improved factory and distribution logistics and streamlined product development and after sales service
- **NHSU, Corporate University for the NHS, Jun 2004 – Sep 2005:** Head of Procurement. Managed, and developed processes and systems for, £40m spend on health training under EU/NHS procurement governance. Led the commercial activities associated with relocating all suppliers and activities to other organisations on dissolution of the NHSU. Managed fit-out/facilities for new offices.
- **NHS Scotland, eProcurement Scot@and Programme, Better Buying, Aug 2003 – May 2004:** Associate hired by CGE&Y to manage the Better Buying consultancy team working with all 40 NHS Scotland health organisations, at head of purchasing level, to implement collaborative purchasing processes covering all health commodities (in the second year delivering 6% savings on the 25% of total spend (£1bn) targeted). Built and presented the spend analysis and benefits tracking as part of performance reporting at a national level to the ministerial led steering group. Part of a wider programme to implement eProcurement.
- **CompAir (Invensys), England and Germany, Aug 2002 – Jul 2003:** Transferred the supply base of 500 suppliers (including merging of bills of materials and order quantities) from the UK to Germany as part of the closure of two UK plants (£20m of business). Outsourced related sheet metal work (all stages) to Brussels and Romania, saving 20% on previous costs, and set up a spend / benefits tracking data warehouse / analytics system for £100m of global spend based on mixed data from SAP and other ERP systems.
- **Ericsson, mainly Sweden, Belgium & Germany, Jul 2001 – May 2002:** Implemented financial and performance measurement systems and processes to manage approximately €100m of outsourced IT services across Western Europe. Included tendering, contract formation, business case development through to country transitioning and service monitoring. Project managed a cross-functional, multi-national strategic sourcing project to reduce \$60m spend on PCs by 30%.

***(Cap Gemini) Ernst & Young (CGE&Y), Managing Consultant, Nov 1996 – Jun 2001***

Senior Managing Consultant at Ernst & Young Management Consultancy Services (sold to Cap Gemini) in their Energy industry facing and Supply Chain Management process facing groups:

- **Telecoms, Europe, Sep 2000 – Jun 2001:** Managing Consultant, lead a team of 5 consultants working with senior procurement and IT management across all 15 countries, to deliver 5% savings on IT spend and 20% on €100m of outsourced IT services (affecting 400 employees, 25,000 users).
- **Pharmaceutical, Global, Dec 1999 – Aug 2000:** Managing Consultant, working alongside responsible senior globally based client purchasing managers to reduce a global capital spend of £500m by 5%. Developed processes, delivered training to a dozen globally based senior purchasers and developed the data warehouse for capturing the complete global spend (in all categories) of several £billion.

- **UK Upstream Oil & Gas Sector, Oct 1998 – Jul 1999:** Managing Consultant (Expert), developed a £1 billion national Supply Chain Management saving opportunity. Helped to establish, via training, a new national organisation (LOGIC) to continue the work. In-depth life-cycle workshop engagement with 30 operators, contractors and suppliers. Supply chain assessment surveys sent to over 300.
- **Energy and Utilities (various), Nov 1996 – Nov 1999:** Led a 2 year UK Oil & Gas Exploration process benchmarking study, 1 year leading business process reengineering and testing associated with roll out of domestic gas competition, 4 months renegotiating a major outsourcing deal in the banking sector, various shorter pieces of work on contract disputes, purchasing & IT reviews etc. in various sectors.

**John Brown E & C Ltd (Kvaerner), London, Value Manager, May 1991 – Oct 1996**

John Brown (now CB&I) provided Engineering, Purchasing and Construction (EPC) services, mainly to the Oil & Gas sector (with some work in the pharmaceutical, process and power generation sectors).

Managed a mixed “Alliance” (including BP, as well as John Brown staff) Programme Management Office which included life-cycle economics (including impact of availability on revenue), risk management, value engineering, cost estimating and cost control, project planning and the development of commercial risk / reward incentives. Latterly this was for a £300m BP project. The first project, with a capital spend of £40m, delivered capital savings of 18% on an already heavily challenged budget. Both were ahead of schedule. A key player in one the first global IT / telecoms enabled virtual collaborative networks for engineering projects.

**Aspect Dynamics Ltd, Milton Keynes, Technical Director, May 1990 – Apr 1991**

Aspect Dynamics developed advanced control and data acquisition software using leading edge (at the time) multi-processor technologies. Developed control software for wireless enabled intelligent utility meters.

**TransTirial Ltd, Chesham, Managing Director, Feb 1989 – Apr 1990**

TransTiriel was responsible for writing the hardware manual for the Atari Transputer Workstation and for developing device level software in support of this, then, leading edge technology.

**McDermott Engineering London, Project / Mechanical Engineer, Oct 1981 – Jan 1989**

McDermott are also an EPC contractor in the Oil & Gas sector.

Held a variety of roles as an engineer on various BP, Shell, British Gas and Total projects with capital spends up to £1bn. Also co-led one of the earliest implementations of a computer assisted engineering databases – also extensively used by EDF in France for their nuclear power plants.

**Professional Qualifications, Training and Interests**

Editor for a number of videos (and contributor to presentations), used at international conferences, covering biodiversity, the climate, the circular economy, pollution and waste disposal, Industry 4.0, renewables, etc. (<https://www.youtube.com/channel/UCQrELLKzigBuEHSFoy1ZV4g/videos>)

Prince 2 Project Management Practitioner – 2004. Associate to Human Systems International (PMI) 2016

Affiliate member of the Chartered Institute of Purchasing and Supply (CIPS) – 2002

Various consultancy based training in Peak Performance, Facilitation, Business Process Reengineering, etc. whilst at Ernst & Young – 1996 to 2000

Chartered Engineer (C.Eng.), Institution of Mechanical Engineers (I.Mech.E.) – 1988 (lapsed)

Good knowledge of the inner workings of ERP systems. Expert (developer level) knowledge of Oracle, SQLServer, SharePoint and the Microsoft Office Suite and good knowledge of the Adobe Creative Suit and other specialist applications (e.g. Microsoft PowerBI, Oracle Crystal Ball).

A large number of published guidelines and articles. DSDM Agile training, PowerBI training

**Education**

University of Manchester Institute of Science & Technology (UMIST), UK Oct 1980 – Nov 1981  
M.Sc. Applied Mechanics.

University of Manchester Institute of Science & Technology (UMIST), UK Oct 1977 – Jul 1980  
B.Sc. Hons 2.1 Metallurgy.

Greshams School, Holt, UK Sept 1971 – Jul 1977

A-Level – Biology (B), Chemistry (C), Physics with Maths (D)

“O” levels in 13 subjects including Maths and English

Gold Duke of Edinburgh Award