**Personal Details**

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Rickmansworth

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**Overview:** Executive with significant experience in Outsourcing Advisory, business transformation and IT Leadership

Over 30 years’ experience in IT leadership and outsourcing Advisory roles including IT Service Delivery, Strategic sourcing, IT/Sourcing Strategy, Business transformation, Business and IT Consulting, Contract negotiations and major Programs Management and for large complex Fortune 500 companies in Financial services, Energy, Retail, CPG and Defense. In recent years I have typically worked on large scale, multi-billion dollar sourcing programs that have required effective teamwork, creativity and the leadership to provide drive and commitment in delivering challenging business objectives for some of the largest companies in EMEA.

**Employment History**

**Summary:**

Hewlett-Packard Company – Director, Strategic Business Development 2010 - 2015

TPI - Partner, EMEA CIO Services & Strategic Deals 2001 - 2010

Halifax Group Treasury & Wholesale Banking - Head of Infrastructure 1999 - 2001

JP Morgan (including CSC) - VP, Technology (Fixed Income) 1994 - 1999

Sun Microsystems Ltd - European Head of Infrastructure 1987 - 1994

Tullet & Tokyo Forex Ltd - Support Manager 1986 - 1987

Comshare UK Ltd - Technical Specialist 1979 - 1986

**Hewlett-Packard Company – Director, Strategic Business Development (Energy & Major Accounts)**

**July 2013 – Aug 2015 – Energy Industry and Major accounts** - Responsible for providing leadership for a multi-billion dollar pipeline of business for key Energy Industry and the top 30 Growth Accounts within Enterprise Services (ES). My remit is to drive the Go-to-market strategy for Utilities and Oil and Gas, establish target clients, develop campaigns and business solutions propositions and co-ordinate the Subject Matter Expert (SME) communities within HP so that they can be mobilized in support of the growth strategy. For the top 30 growth accounts, I am responsible for working with the assigned Business Developers, account teams and other support teams (e.g. CTO office) to drive growth on those accounts in line with overall ES strategy and the needs of the individual clients. For specific strategic opportunities I am responsible for managing the identification, development and effective transition of opportunities to pursuit teams.

**Oct 2010 – July 2013 – Energy and Distribution Vertical Lead** - responsible for providing leadership for a multi-billion dollar pipeline of business for key Energy and distribution (Utilities, Oil & Gas, Retail, CPG, Transportation and Logistics) sector clients. Increased qualified pipeline for target accounts by 33% and established a 3 year program to double SOW in each of the Industry verticals that I am responsible for.

**TPI (2001 – 2010) - Partner CIO Services & Strategic deals, EMEA**

TPI (now known as ISG) is the world’s leading sourcing advisory firm. I was responsible for the development, sales and implementation of TPI’s CIO sourcing advisory services in EMEA. I led the majority of TPI’s most complex transactions and have managed the successful evaluation, negotiation and implementation of multiple large scale transformational sourcing initiatives for Fortune 500 companies, resulting in significant operational savings and increased efficiency as well as the establishment of robust and lasting relationships with sourcing services providers. I have managed some of TPI’s most strategic clients across many industry sectors and have been responsible for the development of significant business within TPI’s strategic accounts in all the major European Countries.

**Representative TPI (now known as ISG) Engagements:**

2009 - 2010

* Large French Telecoms equipment company – Led TPI team to successfully recover a failing full scope IT sole source transaction (largest deal in 2009) – TCV $2.5bn
* Global retailer based in Sweden – Supervised TPI team defining sourcing strategy with ongoing follow-up engagements for several TPI teams during 2010/11 – TCV $2bn
* One of the UK’s largest Government departments – led TPI team activities to collaborate with a big 4 consulting firm to renegotiate an existing transaction – TCV - $2bn

2007 - 2008

* NL based Oil & Gas Company – Led TPI team to implement one of the world’s largest IT Infrastructure outsourcing projects consisting of three deals to three suppliers running concurrently involving the transfer of approx. 3000 staff in 175 countries. Despite the clients’ multibillion dollar investment in projects each year, this project was acknowledged by the client and industry analysts as one of the best performing projects exceeding the business case expectations while delivering what is still regarded as one of the most innovative multi-supplier agreements in the industry. TCV $5bn
* Global beer Company – Supervised TPI teams advising on several ITO and BPO transactions and responsible for strategic advice on key matters – TCV $1bn
* UK based global Oil & Gas Company – Led TPI teams advising on multiple transactions and responsible for strategic advice on key sourcing challenges – TCV $2bn

Others

* 2005/06, UK Based Aerospace & Defense company – Led TPI team activities to renegotiate large scale ITO deal. TCV $2.5bn
* 2004, UK Based Utilities (Grid) company – full ITO transaction to support the integration of two merged companies – TCV $2bn
* 2003 Global consumer products company – renegotiation related to complex acquisition in Germany – TCV $1bn
* 2002 Germany based transportation manufacturer – full ITO transaction to support the integration of multiple acquisitions – TCV 2bn

**Halifax Wholesale Banking (1999 – 2001) - Head of Infrastructure** – focused on supporting the establishment of HWB trading floor environment and establishing services arrangements from corporate IT.

**JP Morgan (1994 – 1999, including CSC) – VP, Technology –** Initially responsible for setting up an IT function to support emerging client/server environments; implemented the outsourcing program and managed the Fixed income IT services environment in London and NY that included two trading floors each with over a 1000 positions.

**Sun Microsystems Ltd (1987 – 1994) – European Head of Infrastructure –** Joined Sun in startup mode and established the majority of the European IT infrastructure supporting revenue growth from $50m to $7bn

**Tullet & Tokyo Forex Ltd (1986 – 1987) - IT Manager -** Supported setting up and operation of IT systems in readiness for ‘big bang’

**Education:** Educated to A-levels (Maths, Biology and Statistics); Business Studies at Kingston University