

An accomplished Programme and Project IT Executive with extensive experience in Finance, Customer, Manufacturing, and Project systems. Proven ability to design, create strategies, and deliver cross-functional solutions that improve operational performance and customer satisfaction. Considerable international experience together with strong leadership, commercial, stakeholder management and risk management skills. Expert in Oracle product life-cycle service delivery including Project Management, Programme Management, Application Implementation, Custom Development, Upgrade, and Data Warehousing methodologies.

Career History

2010: RGH Consulting Services Limited

Grontmij Netherlands B.V. (Project Manager – Oracle ERP) April 2010- Current

***Netherlands:** Successfully managing the business & technical teams in a complete re-organisation and re-implementation of Oracle ERP from 6 key organisations into a single organisation with core operations being managed through a new single Share Service centre. **Belgium:** ERP Strategy and implementation capability assessment.*

1991-2009: Oracle

Oracle is the largest business software company in the world with revenues of \$23 billion.

Oracle UK Limited – Programme and Project Director (Major Projects) 2004-2009

Working within the Strategic Accounts consulting team, enjoyed a successful track record in winning large complex project bids, delivering fixed price commercial contracts and project managing the final delivery of projects which include.

Sainsbury's Plc (Sales) Project Improvement Project - Project Director May-Oct 2009

In 2008 Sainsbury's incurred a major outage in their OnLine website. All vendors with an interest in the failed system were invited to advise Sainsbury's on how they could best avoid this type of failure happening again. Oracle established the Project Improvement Project to look at 5 key applications and determine how they were being managed within their respective Product Life-Cycles.

Achievements

- Secured Oracle leading architects & expertise in Warehouse Management Systems, Retail In-store systems (EPOS, Sales Audit), Online Sales and Oracle EBusiness Suite.
- Used Oracle PLM methodology to identify how Sainsbury's should identify their in-house capability according to a Product Maturity Model
- Facilitated and led key workshops with Sainsbury and external vendor architects to determine capability deficiencies and identify a programme of improvement projects to move Sainsbury's application management capability and execution from being "Good to Great"

City and County of Swansea - (Project Manager) Mar-Oct 2009

City and Council of Swansea were Oracle EBusiness Suite R11 users for Financials, Procurement and HR but had twice failed to implement Oracle Payroll to replace their legacy payroll system. Cap Gemini had bid £2million to replace the legacy payroll. Oracle were called in and bid less than half this amount

Achievements

- Worked with Cap Gemini and Abeam Change Management consultants to identify the main issues causing previous 2 failures.
- Developed a successful Project implementation approach that addressed the issues of Payroll department buyin, Parallel testing and transition, conversion accuracy, and Product Release Management.
- Led the design of a productivity tool (Web Application Desktop Integrator) to upload hours and other recurring / non recurring changes that would save the Payroll department and estimated 40-60 days per month
- Integrated the development of Testing and Training materials using the Oracle User Productivity Kit to enhance the productivity of the payroll business team and build their confidence in accepting the system
- Led the 1st successful payroll cutover

The National Trust (Oracle R12 Financials & CRM) - Programme Director Jun 2007- Feb 2009

The Nation Trust's replacement CRM system covered pre-sales and subsequent implementation of an Oracle R12 CRM system capable of full lights out fulfilment processing for 3.7 million supporters of NT together with re-hosting on a new platform and a new hosting partner.

Achievements

- Successfully Project managed the Oracle proposal and bid teams for the Project
- Established Programme Governance model that brought quality control and assurance into the design and development processes of the project teams including the partners of IBM, Vertex and Cagemini.
- Created a release management process designed to improve environment stability and enable test teams to work more efficiently
- Improved design development and business buyin by having the configuration and development team use the Oracle User Productivity kit to build and demonstrate new processes. Also, got the teams to use Rapid Application Development methods to build new functionality for Order processing and web site store
- Managed a team of over 30 Oracle consultants (including 3 Project Managers) in the development of the new system
- Reduced call centre agents average handling times by up to 2/3rds
- Achieved all fixed price milestones for the development of the product

Research Councils UK (£50M+ contract) - Project Director Apr-Jun 2007

The Research Councils UK (RCUK) went into competitive tendering for a replacement Financials & CRM system in 2007. In competition with SAP and 3 other System Integrators, Oracle partnered with Fujitsu in proposing an Oracle EBusiness Suite R12 system integrated with Siebel CRM. A key objective for RCUK was that the new system would have one grants management system enabling RCUK to move to a new Share Service Centre model catering for all 8 research councils.

Achievements

- Project Managed the Oracle build team (10) in the successful development and configuration of the R12 / Siebel applications used in the competitive tendering demonstrations
- Delivered all product demonstration on time
- Provided Fujitsu with a fully costed Project implementation plan and risk analysis for the project including the proposed governance and optimised resource model using off shore resourcing.

Highways Agency (£2M Contract) - Project Director Dec 2005 – Apr 2007

The Highways Agency wanted to get a multi-dimensional view of their thousands of proposed and actual projects in terms of actual and projected costs, geography, and contractual obligations. They also wanted these views fully integrated with the monthly consolidated and regional Management and Year End reporting systems so that they could drill down from the highest level into any project. To do this Oracle recommended that they re-structure the Chart of Accounts, re-define Project set up templates, introduce Project Billing, and establish a new Business Intelligence reporting system.

Achievements

- Successfully completed the project but 3months overdue and £250,000 over budget due to client resource issues
- Reporting Solution enabled HA to dramatically (5 days pcm) reduce regional and consolidated reporting and investigation.
- Chart of Accounts changes enabled simplification in accounting and improved breakdown between Capital and Expenditure (Maintenance) investment

BBC TVL (Television Licensing) - Engagement Manager Oct 2006 Mar 2007

Siebel Marketiing and Oracle R11 Customer Data Hub (CDH) project to transfer license users from mainframe to an integrated Siebel and Oracle EBusiness system.

Achievements

- Managed the relationship with Capita and the Oracle team (Capita were prime) in delivering largest Oracle Customer Data Hub project in Europe. The successful migration of 20+ million customer records

Department of Work and Pensions - Programme Director

Apr-Oct 2005

The Central Payments System project devised by DWP was intended to bring 13 legacy payment systems together from various agencies of DWP so that they could all be paid through one system thereby enabling DWP to save on costs and get a better view of benefit fraud.

Project Managed Phase 3 of the Staff Information System

A pathfinder project delivering core HR across DWP covering 130,000 employees.

Achievements

- Working with Siemens as Prime led the successful Oracle winning bid team consisting of 8 Infrastructure and Application architects including application and database tuning experts from Oracle's Centre of Excellence.
- Designed, developed and presented to the DWP agencies the winning Project Governance and Project Management Plan.

Dell (UK & Ireland) – Roll out Advisor

Jan-Apr 2005

Omega Project. European rollout Approach & Planning Advisor & Manager for the rollout of Omega 11i replacement (Oracle Order entry and AR back office systems).

Environment Agency - Project Director

Jun 2004 – Mar 2005

Oracle ERP Phase 3 project delivered to the Agency - HR Self Service, iRecruitment, Absence, Pensions, OTL and Oracle Assets.

Achievements

- Successful closure and payment of a Fixed Price contract with some 2,000 requirements built in.
- Full deliver of Assets, iRecruitment and HR Self service

Oracle Canada Inc. – Senior Project Director (Community Leader) 1996-2004

Based at Oracle Head Office in Toronto, Guy's work achievements were spread across the 3 positions he held as Senior Project Director, Project Management Service line Leader and Risk Manager.

(Life Sciences) - USA

Integra Life Sciences

Oracle ERP Business Flow Implementation

Led Oracle team in the Global Design and Conference Room Pilots 1 and 2 of a complete ERP system covering an global deployment (US, Germany, UK, France) of Financial, Customer/Order Management, Procurement,

• Senior Project Director

Alcan Aluminium:
Labatt Breweries:
Government of Ontario:

Hudsons Bay Company:
Nortel Networks:
Pricewaterhouse-Coopers:
Integra Life Sciences Inc:

Delivered projects in Canada and the US for such clients as:

*Delivered 40% under budget on system upgrade.
Helped design & implement 1st Oracle multi-lingual solution.
Won CDN\$100m+ bid with PwC and KPMG to deliver Oracle Financials to 22 government ministries. Led the Oracle bid team, developed and presented the implementation strategy and plan.
Led CDN\$5m successful bid on Oracle retail architecture.
Managed a successful System upgrade in Canada and US.
Delivered 1st Collections system in Canada based on Oracle CRM.
Managed Global Design for Manufacturing and Service ERP.*

Guy Sansome

- **Project Management Service Line Leader** Community leader and coach for 24 Oracle Consulting Project Managers. US and Canadian instructor for Project Management Masterclass. Speaker at Canadian Project Management Symposium.
- **Risk Manager** Established the new global role of Consulting Risk Manager within Canada and ensured that all bids and projects were compliant with new global policies covering risk assessment, estimation, and commercial fixed price agreements. Introduced new documentation and processes for bid reviews and project health checks.

Oracle New Zealand Ltd – Practice Manager

1993 – 1996

Based in Wellington, Guy quickly moved from Senior Consultant to Practice Manager and grew the Applications Practice from 8 to over 20 application and technical staff. Key clients and achievements included:

New Zealand Dairy Board	<i>Project managed a supply chain pilot across Saudi, USA and NZ</i>
Ministry of Education	<i>Project managed payment system for 20,000 teachers</i>
Ministry of Foreign Affairs	<i>Project managed overseas reporting integration</i>
Department of Conservation	<i>Project managed Bank Reconciliation development module</i>

Oracle UK Limited – Senior Pre-Sales Consultant

1991 – 1993

Pre-Sales and implementation consultant for Oracle Applications Release 9. Clients included BT, ICL, Northern Telecom, European Tunnel

Kontron Instruments Limited (UK Financial Controller)

1989 - 1991

Kontron Instruments design and manufacture hi-tech medical equipment. Managed staff of 12.

Imed Limited (European Financial Controller)

1984 - 1989

Controller for UK, Germany, France, Netherlands and Australia. Imed UK designed and manufactured medical infusion pumps and hospital oxygen monitors. Managed staff of 20.

Alcan Aluminium UK Ltd (UK HO Senior Accountant)

1980 - 1983

Alcan merged with British Aluminium in 1982 to form the largest Aluminium company in the UK. In 2007 Alcan worldwide was acquired by Rio Tinto for US \$38 billion. In the UK was responsible for UK Statutory reporting, worked on merger team and also Treasury department.

Coopers & Lybrand (Senior Auditor, Chartered Accountant)

1976 -1980

Coopers & Lybrand merged with PriceWaterhouse in 1998 to form PricewaterhouseCoopers in 1998. It is today the largest of the 'Big Four' professional services firms in the UK.

Personal Details

ACA

Chartered Accountant - Coopers & Lybrand

1975 - 1979

BSc Hons (Economics)

Loughborough University

1973 - 1976

Dauntsey's School

1967 - 1982

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