

**Profile**

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Alan is a senior IT professional with broad expertise. He is currently responsible for global business strategy related to electricity liberalisation and the related market rules but has also held senior roles as a line manager responsible for financial performance of a unit of 70 people and as a technical strategist, responsible for product strategy, IT infrastructure and software engineering techniques.

In the current role he advises directors and senior managers in utility companies on the implications of competition and is an accomplished public speaker, presenting at a number of international conferences. He has also helped local LogicaCMG units around the world set up Energy and Utility practices and has supported them in winning key projects.

**Industry Experience**

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- Energy & Utilities

**Skills & Competencies**

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- Business Analyst and Consultant
- Technology Strategy
- Project Management

**Career Summary**

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1972 to Date	LogicaCMG
1969 to 1972	Imperial College London
1969	National Physical Laboratory

**Career History**

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**LogicaCMG**

<b>2004</b>	<p><b>Global Strategy Manager</b> <span style="float: right;"><b>Energy &amp; Utilities</b></span>  <b>Market Infrastructure</b></p> <p>Responsible for LogicaCMG’s global solution/proposition strategy for the infrastructure to enable competitive markets, including metering, customer switching, central market settlement, trading exchanges and emission certificate repositories. Within this business area:-</p> <ul style="list-style-type: none"> <li>• Understands the business requirements of competitive environments around the world, both currently and into the future.</li> <li>• Consults with directors and senior managers in Utility companies to advise them of the issues they will face with the introduction of competition.</li> <li>• Co-ordinates the worldwide solution set for the market infrastructure area</li> <li>• Provide internal support to local business units on the implications for them of the new phases of competition.</li> </ul>
<b>2004</b>	<p><b>Senior Client Manager</b> <span style="float: right;"><b>Energy &amp; Utilities</b></span>  <b>LogicaCMG France, Energy and Utilities Division</b></p> <p>Seconded to the French E&amp;U Business responsible for</p> <ul style="list-style-type: none"> <li>• Supporting the French consultants team on the issues facing the Energy and Utility companies in France,</li> <li>• Providing strategic advice to our French clients on the options facing them as a result of the requirements to provide competitive infrastructure in France.</li> <li>• Liaison with E&amp;U UK consultants to bring additional consulting resource into France.</li> </ul>
<b>2003</b>	<p><b>Practice Leader</b> <span style="float: right;"><b>Energy &amp; Utilities</b></span></p> <p>Lead the team of business consultants in the Market Infrastructure area of the UK’s E&amp;U business, providing advice and business solutions to our clients.</p>
<b>1995 –2002</b>	<p><b>Principal Consultant</b> <span style="float: right;"><b>Energy &amp; Utilities</b></span>  <b>Logica BV, Energy and Utilities Division</b></p> <p>Seconded to be a member of the E&amp;U Management Team</p>

- Built a team of business consultants to support our Dutch business.
- Undertook consulting assignments for E&U clients.

**Wholesale Power Compliance Business Leader - ILOB  
Manager Open Access Solutions – ILOB**

Responsible for the definition of Logica’s international strategy for support of the development of the essential infrastructure that allows competitive electricity markets to be operated.

- Development of Global Solutions for the Market.
- Co-ordination of consultancy activities in this area.
- Aid to local country units to effectively market in their country.
- Support to business development activities within countries.

**European Utilities Initiative.**

Part of a new team set up promote Energy & Utilities business in Europe. Responsible for

- understanding the details of the rules for each market,
- liaison with local sales teams to formulate Logica’s solutions and build collateral, and
- support sales visits to potential customers.

**Business Champion – Retail Energy**

With a small team, was responsible for the development of Logica’s approach to improving the Customer Care and Billing operations of a competitive energy supply company.

**Business Champion - Trading Metering & Settlement**

- Responsible for understanding the 1998 de-regulation rules and promoting Logica’s capabilities.
- Acted as business consultant to implementation teams for the settlement framework (NHHDC, HHDC and HHDA) within five of the UK metering companies.
- Helped UKDCS specify its new metering system to improve its operational efficiency.  
to help it prepare for competition in this sector.

1990 - 1995

**Technology Management**

**Chief Engineer**

Responsible for

**Energy & Utilities**

- understanding the technical influences on business strategy and working with sales and marketing to utilise these effectively in services and products
- monitoring bids and projects to ensure that the technical risks were adequately managed and that our quality standards were adhered to

**Deputy Group Manager**

- direct line responsibility for all products in the Water and Environmental sector whilst also managing a division within the group responsible for projects with most of the UK water sector.

**Technology Manager**

Responsible for the use of technology within a Logica subsidiary company. This included

- introduction of PC-based office systems
- software engineering policy
- liaison with outside technical institutions
- provision of advice to the subsidiary's senior management about technical issues.

1984 - 1990

**SCADA Product Manager****Energy & Utilities****Manager: Telecontrol Software Division**

Responsible for the performance of the division including the management of the staff, technical control and profitability. During the period the MicroMedina outstation family was added to the product set. The latter product dominated the UK Water Market, with over 15,000 units sold.

**Manager: Kernel Development Unit.**

The unit, with its own profitability targets, was responsible for:

- managing the development and support of the Master Control SCADA and the Medina range of outstations;
- definition of new products and technologies that were to be used by the Advanced SCADA Group.

**Master Control Product Centre Manager**

Responsible for providing sales and development support within Logica for those projects using or planning to use the Master Control Software package.

- Introduced a UNIX based configuration control environment for managing multiple simultaneous project.

1978 - 1984

**Project Management**

**Indian Oil Industry**

- Development of two SCADA systems for the Indian Oil Industry based on Logica's Master Control package.

**Lloyds of London Press**

- Development of a system for the automatic production of two 1300 page publications showing detailed information about ships and the companies that own them.

**Plessey Printed Circuit Board Manufacturing Centre**

- Development of a paperless manufacturing system for a new printed circuit board factory.

1972 - 1977

**Software Developer**

Undertook a number of roles

- Technical Architect to design SCADA system for Ipswich Water. This became Logica's Master Control software package.
- Development of communication software to link Cash Dispensers with mainframe computers.
- Development of archiving software for satellite data at the European Space Operations Centre.

**National Physical Laboratory**

1969

**Scientific Assistant**

- Developed programs exploring curve fitting algorithms.

**Skills & Experience**

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**Business Skills**

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<b>Skill</b>	<b>Experience</b>
Business Development	10 years
Line & Project Management	18 years

**IT Skills**

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<b>Skill</b>	<b>Experience</b>
Data Modelling	13 years
Technical Strategy	9 years

**Qualifications / Affiliations**

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- BSc (Eng) in Electrical Engineering at Imperial College London
- Member of the British Computer Society
- Chartered IT Professional