

# Decision Evaluation – Martin Tate FBSC

IT & Management Consultant – February 2011

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## Major skills, contributions & values

- Ethical, impartial, professional – taking long-term view of projects & client relations.
  - Applying formal decision-making methods to complex, high-risk decisions.
  - Distilling basis-of-decision from complex situations, including tackling political issues.
  - IP includes a tool to select management/analysis tools and a method to create methods.
  - Procurement processes – large, high-risk supplier/system selections for a rational and defensible decision within an aggressive timescale.
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## Selected assignments within Decision Evaluation Ltd 2001–date

- **2011 *Intelligent Energy*** – programme of system selections for PLM, ERP & SCM.
  - **2011 *Turtle Wax*** – mentoring development staff in requirements definition.
  - **2010 *Lancashire Fire & Rescue*** – selection of IT packages for HR & Rota, including multi-dimensional feasibility study into merging two projects and systems.
  - **2010 *Lancaster University*** – workshops & method to create transparent, audited approach to approving organisational improvement projects.
  - **2010 *Intelligent Energy*** – fuel cell development – PLM, ERP & SCM applications package review & strategy with feasibility study & budgetary costings.
  - **2009 *CME McKinley*** – internal capability review before installing ERP, leading to management support for the Project Board and then the live data implementation itself.
  - **2009 *West Midlands Police Property Services Department*** – workshops & method to create transparent, audited approach to approving capital allocations.
  - **2008 *Washington Hall International Training Centre*** – workshops, method & expertise to re-scope project & select IT system for training sales & administration.
  - **2008 *Crichton Carbon Centre*** – consultancy, workshops & matchmaking method development, so businesses can pick best carbon options in short session.
  - **2007 *Venture Capitalist*** – research, workshops, techniques, technology, content & project management for bespoke method to assess VC investment proposals.
  - **2007 *Small World Consulting*** – systematic approach to carbon footprinting method.
  - **2006 *Homestead CSL*** – multiple back-to-back selections of hardware, networking, support & packages for complete replacement in digestible phases with low disruption.
  - **2005 *Biwater plc*** – ERP/PSA system selection for complex multinational consultants – specialist water/construction requirements, clear choice & huge discount.
  - **2005 *ILoveMy*** – procurement of web retail service to quickly replace failing supplier.
  - **2004 *Travelodge*** – technology, content and training for process to open new lodges.
  - **2004 *Department for Work and Pensions (DWP)*** – authoring extended lifecycle for COTS packages – main liaison with External Supply Group for process legality.
  - **2003 *Bacup Shoe*** – ERP system selection to integrate shoe design, manufacturing, import & distribution – ground-breaking adoption of generic ERP in British footwear.
  - **2003 *Pearson*** – innovative approach to reactivate IT service management programme.
  - **2002/3 *Svenska Cellulosa Aktiebolaget*** – formal strategy decisions for amalgamated organisation, then industrial location for 350,000 sq ft factory on greenfield site.
  - **2002 *Devil's Guide*** – procurement of CSCW (computer support for collaborative working) – winner proven better but 90% cheaper than runner-up (2<sup>nd</sup> such outcome).
  - **2002 *Bombardier Transportation*** – global resource management for skills, allocation & costs (24 countries, 6,000 engineers) – one of 26 assignments for the group.
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- **2001 Lancashire Fire & Rescue** – scoping and requirements for wide area learning management system – showed client existing facilities could meet needs.
  - **2001 Bombardier Transportation** – requirements for EAI linking PDM to ERP.
  - **2001 Ansatech** – ERP & DRM for web storefront with B2B ‘digital assets’.
  - **2000 Adtranz Corporate** – global requirements & vendor selection for web storefront linked to multiple legacy systems to sell spares & services.
  - **2000 Barkland** E-business feasibility, business plan & requirements definition across 700 sites to web-enable contract cleaning – project scope clarified within two weeks.
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## Summary assignments within *Decision Evaluation Ltd* 1992-1999

- **1999 DaimlerChrysler** – review and gap analysis of HR system across 30 sites.
  - **1998-1999 DaimlerChrysler** – system selection for integrated ID card, time & attendance and access control for 6,500 employees – met Millennium deadline.
  - **1998 Adtranz Engineering** – high-cost, high-risk, corporate CAD package selection.
  - **1998 Adtranz** – feasibility study for Property Services Intranet.
  - **1997-1998 Turtle Wax** – comprehensive IT review, strategy, architecture & replacements including European acquisitions – 19 assignments – part of management team, running crucial ERP, telephony & WAN selections to aggressive timescales.
  - **1996 LEGO** – IT management processes, including project approval system.
  - **1996 M6 Paper Group** – system selection for accounts, MRP and supply chain.
  - **1994/5 LAWTEC/Business Link** – selection/implementation of two CRM systems.
  - **1993 Halo Retail** – selected new sales package that allowed *doubled* turnover with same staff, yet was **90%** cheaper per seat than runner-up.
  - **1992 Castrol** – project & systems management to implement *Prism* ERP planning.
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## Prior employment history

**1988–1992** ..... **LBMS** ..... **Bristol, Edinburgh, Houston, London, Manchester**  
Consultant, Lecturer & Course Development at CASE tools & structured methods house, including methodologies *SSADM* & *Prince*.

**1988** ..... **Walkersteelstock / British Steel** ..... **Blackburn, Wednesbury**  
As Project Leader, extended new corporate systems across 6 Tube Division companies.

**1984–1987** ..... **ERG (Granada Consumer Brown Goods)** ..... **Preston, Crawley**  
Progressive roles Analyst/Programmer to Project Leader at Visionhire Central Stores – computerised corporate stationery, on budget and *exactly* on time.

**1982–1983** ..... **Bentwood Brothers Clothing** ..... **Manchester, Leighton Buzzard**  
Work & Method Study then Manufacturing Manager at 100% M&S supplier – ran one-third of a jacket factory with 4 supervisors & 60 highly-unionised pieceworkers.

**1980–1981** ..... **Ranks Hovis McDougall Foods** ..... **Middleton, London, Cardiff**  
Graduate Production Management Trainee – management development through work in every office & factory function, then supervised shopfloor workers in groups of 4-18.

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## Education & other professional achievements

- June 2007 Chartered Fellow (1,800 [FBCS](#) worldwide) [British Computer Society](#)
  - May 2007 Speaking on VC decision-making [3Cs Entrepreneurs Group](#)
  - May 2005 Speaker at IT Directors’ Forum [Richmond / Aurora](#)
  - May 2004 Speaker at service management symposium [CEC Europe](#) / H-P
  - Jun 2002 Certificate in IT Service Management [ISEB](#)
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- Dec 1999 Published article: How To Select Your New E-Commerce System PSI
  - 1992-Date Honorary Teaching Fellow [Lancaster University Management School](#)
  - Jan 1991 SSADM Certificate of Proficiency (CoP) [ISEB](#)
  - May 1990 MBCS & CITP [British Computer Society](#)
  - Jun 1984 Certificate of System Analysis [NCC](#)
  - Jun 1980 BA Hons Geography – 2:1 [Durham University](#)
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## Personal details

- Date of Birth: 5 February 1958. Married with one son & one daughter.
- Nationality: British. Interests: urban walking, badminton, world music.