

Decision Evaluation – Martin Tate FBCCS

IT & Management Consultant – April 2009

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 1992–date

- **2009 West Midlands Police Property Services Department** – workshops & method to create transparent, audited approach to approving capital allocations.
 - **2008 Washington Hall International Fire Training Centre** – workshops, method & expertise to re-scope project & select IT system for training administration.
 - **2008 Crichton Carbon Centre** – within tight timescale – consultancy, workshops & method development, so businesses can pick best carbon options in short session.
 - **2007 Venture Capitalist** – research, workshops, techniques, technology, content & leadership 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 Bewater plc** – ERP/PSA system selection for complex multinational consultants – specialist water/construction requirements, clear choice & huge discount.
 - **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 – principal liaison with External Supply Group for process legality.
 - **2003 Pearson** – IT service management improvement initiatives using ITIL best practice – contributed an innovative approach to reactivate a stalled 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 (2nd such outcome).
 - **2002 Bombardier Transportation** – global resource management for skills, allocation & costs (24 countries, 6,000 engineers) – one of 26 assignments for the group.
 - **2001 Lancashire Fire & Rescue Service** – 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.
 - **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.
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- **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.
 - **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

- 1992-Date Honorary Teaching Fellow [Lancaster University Management School](#)
 - June 2007 Chartered Fellow (1,800 [FBCS](#) worldwide) [British Computer Society](#)
 - May 2005 Speaker at IT Directors' Forum [Richmond / Aurora](#)
 - May 2004 Speaker at service management symposium [CEC Europe / H-P](#)
 - May/Nov 2003 Regional & international conference speaking [itSMF](#)
 - Jun 2002 Certificate in IT Service Management [ISEB](#)
 - Dec 1999 Published article: How To Select Your New E-Commerce System PSI
 - 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: fencing, gliding, world music, Iceland.