

Summary Colin is a strong technology leader who has played multiple roles in IT and business transformation. He has a high degree of business acumen and is very “architecturally driven”. He has led many large scale transformation programs in the ERP, CRM, SaaS and Cloud spaces. He is a versatile leader with skills that span many domains of business and technology. As such his Change Management and people management skills are also as strong.



Consulting Areas

- Business and IT transformation
- IT Strategy
- Supply Chain Management
- Global Resource Planning
- SaaS solution design
- Cloud migration

Expertise

- Strategic Planning
- IT Operations
- Large-Scale Program Management
- Quote to Cash processes
- Project Management
- Change Management
- Budgeting
- ERP processes party
- Cybersecurity
- Team Building & Performance Optimization
- Vendor Management

Industry Verticals Served

High Tech, Financial Services, Software, Manufacturing, Life Sciences, Retail, Telecommunications

Representative Experiences

- **Transformational Program Management** – managed several large scale global ERP and CRM transformations. Instrumental in everything from business justification/need to program design and initiation to day to day project delivery. Typically managing mixed business and IT teams and driving Change Management at the heart of the program design. Always involved System Integrators and drove from selection to day to day accountability.
- **Business Acumen** – understands key KPIs driving business performance and where to influence improvements as a result. Very familiar with detailed business processes and performance improvement. Develops strong relationship with business owners as the foundation of Change Management. Able to communicate to C-level representing details of their business, operations and people.
- **Quote to Cash and SaaS Transformation** – Led the enterprise wide Quote to Cash and SaaS transformation program for FireEye a global \$700M Cybersecurity solution and services provider. Scope included the revamp of systems and processes and Product SKU rationalization. Results included: 60-75% reduction in SKUs: 30–50% reduction in “operational deal drag”. This transformation also drove the migration of Infrastructure from 7 internal data centers to 2 data centers and all production in AWS and COI Cloud environments. At the same time network and data center administration was driven from 100% manual management to 90+% Infrastructure-as-Code with new Dev Ops and SRE teams hired and enabled.

Past Employers

8X8, FireEye (now Trellix/Mandiant), Amazon, Coopervision, Polycom, Sun Microsystems/Oracle

Education, Training & Certifications

B.Sc. Manufacturing Management and Technology, Open University UK
MSc Computers in Technology and eCommerce, Open University UK