

## Central Government Council Elections 2019

### NOMINEE BIOGRAPHIES

Please find below the biographies for the various Central Government Council positions. Those that are running for multiple positions biographies are only listed once, in the principal category in which they're running.

#### CHAIR - NOMINEES

##### Naureen Khan, Chief of Staff, Health and Public Services, Accenture

###### **Profile**

In my current role, I am Chief of Staff to the CEO of Accenture's Government practice. I am responsible for ensuring the business achieves its strategic ambition. Prior to this, I have worked for a range of public and private sector organisations in senior roles with a Government focus.

Between 2013 and 2017, I was Director of Public Services at techUK, in charge of central, local, justice and emergency services, and the Health & Social Care programme.

Outside of work, I am a Trustee of a local primary school and a high-profile international charity working on digital inclusion.

###### **Statement**

I would relish an opportunity to be part of techUK's Central Government Council. At these politically challenging times, it's more important than ever before to ensure the views of techUK members, large and small are heard, understood, and our industry is proactive and assertive in sharing views to drive better outcomes for citizens.

I bring:

- **A commitment to ensuring all voices are heard.** Through my previous roles at techUK, Computacenter and now Accenture, I understand the needs and drivers of techUK's broad membership base. I am proud to have authored techUK's first SME report to help raise the voice of small businesses. At Accenture, our partnership with PUBLIC has helped me better understand the needs of the start-up community.
- **Deep sector knowledge.** I have both worked for and with Government throughout my entire career. I bring with me a strong understanding of the complex government landscape, insights into how government operates and how best to influence policy from reforming procurement to delivering successful transformation projects.
- **Ideas and action:** I bring a genuine passion to help our industry and government, with lots of ideas on what techUK can and should be doing to drive better value for members. Moreover, I have direct experience of ensuring members ideas/views translate into real action and deliverables.

## **Richard Clark, Director, Fivium**

### **Profile**

Having worked in the technology sector for over 20 years, the last 14 of which have been focused on working with UK government, Richard has held senior leadership positions at 1E, Huddle, SAP and Objective Corporation.

Following a career break in 2017 to complete a full time MBA, Richard is now a member of Fivium's executive team, working with its cofounders to manage and sustainably grow one of the UK's largest SME providers of bespoke digital platforms and correspondence case management solutions to Central Government and the wider public sector.

### **Statement**

During my time in the industry, I believe I have developed a deep domain knowledge of both the tech and the public services sectors, enabling me to understand how these two diverse, but symbiotic, segments interplay to overcome challenges of national importance and to create opportunities to improve the lives of citizens in the UK. In addition to my knowledge of both sectors, I believe my professional and leadership experience coupled with my commitment to personal development and social responsibility will enable me to make significant contributions to techUK's Central Government Council as well as its wider Government Group.

## **Nigel Wood, Director, Central Government, Hitachi Vantara**

### **Profile**

Nigel is a highly competent senior business executive having worked for three global SI's, during a career spanning more than 35 years. He has had roles in Sales, Client Management and Service Delivery, all within the IT services sector as: Country Director; Client Director; Manager; and Business Developer, predominantly in the public sector

A self-motivated professional with strong interpersonal and customer liaison skills, Nigel has been responsible for numerous successful major campaigns and clients;

He has a broad knowledge of the IT services industry, combined with an extensive knowledge of customers, prospects, partners, advisors and competitors. This diverse experience provides an excellent insight into the specific needs of the public sector today.

He has a track record in developing good relationships with clients, partners, colleagues and team members, built on trust and an understanding that honesty is paramount.

### **Statement**

Having worked at the sharp end, working with most of the central government departments, I have many contacts in both departments and in the centre.

I will bring a supportive but challenging approach to interactions with government, I am comfortable asking the questions to senior government representatives that need to be asked, without being argumentative or disrespectful.

Also, having recently being responsible for a team purely focused on government frameworks, and having close links with CCS, one of the areas of focus I would like to see is how to make frameworks more relevant. There is an interesting article (Romy Hughes, 06/12/18) titled "Is G-Cloud broken?" so I am not the only one who has concerns.

I would like to raise issues such as:

- do we need so many frameworks within CCS?
- Framework commercials which are extremely challenging for major SI's let alone SME's
- The time and cost of joining and do they need to be renewed so often
- Why does government not insist on procurement through one department, ie CCS, there are so many other organisations also running frameworks, with some departments even running their own.

### **Lee Murray, CEO, Triangulate Distribution**

#### ***Profile***

Owner of a SME business working with Central Government and mainly partnering Microsoft.

#### ***Statement***

New ideas and examples of where techUK can support a SME within global SI's

## **VICE-CHAIR – NOMINEES**

### **Marius Gilmore, Director, UK Government Programme, Airbus Defence & Space**

#### **Profile**

Responsible for Airbus Defence & Space (Secure Communications) business growth in the UK Govt Programme, for Central Government & Other Government Agencies.

Prior to joining Airbus, Marius was responsible for the growth of the commercial sector of Track24, a digital SME, leading the company efforts to continue the delivery of innovative technological solutions (in LBS) for the security tracking and location management industry.

Marius holds two Master's degrees both from the University of Aberdeen, one in Politics and Management and the other in Middle East Security.

In his spare time, he serves as a Councillor for the Royal Borough of Windsor & Maidenhead, having been successfully elected to the post in May 2015, and is a Deputy Cabinet Member for Business Development & Partnerships, He is also a board member of the Maidenhead Conservative Association, responsible for campaign management activities in the constituency for the Rt. Hon. Theresa May M.P.

#### **Statement**

I would bring my recent experience of working within an SME and a Large Multi-national, in the software, technology and manufacturing sectors, providing systems to Government, Military and major-subcontractors.

I currently hold elected positions in Local government, and non-profit organisations and, if elected, I would aim to represent the wider membership rather than individual business objectives.

My current role is customer-facing and relationship based, which I would use to promote the transformative role the technology sector can play in public services.

### **Nathan Marsh, Digital Transformation Director – UK & Europe, Atkins**

#### **Profile**

Nathan leads ATKINS' Digital Transformation across UK & Europe, creating teams and capabilities from our wide range of professionals, leveraging digital tools (Coding, AI, Quantum Computing, Cyborg Ethnography, etc.) and innovative deployment methods, helping overcome the most complex and iconic Digital Transformations, getting improved performance and better outcomes.

He brings 20+ years' experience in Government, Infrastructure, Mobility, Defence, Capital markets and Strategic Risk sectors, leading teams to deliver programmes and new commercial models, leveraging technology & new business models, working with McKinsey & Co, EY, Aon and now ATKINS, and SMEs across consortia.

Nathan has worked with BEIS; DfT; TfL; WMITA; TfGM; GDS, TfN and UK & US industries. He sits on Advisory Boards for Meridian, Bristol Robotics Laboratory and St.Gobain and is a media spokesperson on Digital Transformation.

Nathan's legacy will be an improved world and healthier society, due to responsible, safe and successful deployment of new Digital Technologies.

## **Statement**

1. A deep focus on human and societal impact of greater proliferation of technology, connectivity, autonomy and processing power. We have a duty, and opportunity, to steer responsible deployment of new technologies, remaining aware of the individual and collective impacts of them on our world. We will 'keep digital human'.
2. I bring breadth, diversity and practical application experience ATKINS' has from its Design, Engineering and Operational roles across Critical National Infrastructure. This blend of Engineering & Digital is a great mix from which to bring practical insights and perspectives to Council.
3. I bring, alongside other members, the power of immediate and extended networks and wider impartial, experienced and fresh perspectives on the most complex and pressing issues Council faces. My commercial experience, relationships and insights from investment institutions helps deliver a commercially sustainable and globally attractive tech sector.
4. I will be an ambassador and advocate for Council, endorsing and espousing its work, ethics and ethos across media, industry and society. This vital public role ensures Council remains, and is seen to remain, at the heart of driving economic growth, societal benefit and is a trusted and leading voice on new technologies and their impacts on us all.

## **Alex Slater, Vice President, Head of Public Sector, Capgemini Invent**

### **Profile**

Alex heads Public Sector for Capgemini Invent, the consulting and transformation division of Capgemini. He is accountable for all consulting work performed by Capgemini across the UK Public Sector (with, for example, HMRC, DWP, DfE, Defra, DfT, NHS Digital and the Home Office). He has held this position since January 2018. Prior to this, he was a Managing Director within Accenture's Health & Public Service practice in the UK, responsible for Accenture's Management Consulting work in the Police & Justice sector. He joined Accenture in 2004, following previous work predominantly in Defence. Alex has held a wide variety of programme leadership, operational improvement, organisation design and process improvement roles with clients including the Metropolitan Police Service, West Midlands Police, the Cabinet Office, the Home Office, the UK Border Agency, the National Policing Improvement Agency, the Serious Organised Crime Agency, the Ministry of Justice, the NHS and HMRC.

### **Statement**

I have been a longstanding and active member of techUK, as a member of the Central Government Council through 2018, and prior to that as Vice Chair of the Justice & Emergency Services Committee since 2015. I bring a broad knowledge of the UK public sector and the various relevant actors, major initiatives and trends, gathered through my 16 years working in this market space. My experience covers a wide variety of roles, ranging from small strategic advisory projects through to leadership of significant digital transformation programmes, reporting at up to Ministerial level. This has given me great insight into both the clients served by the members of techUK, but also a broad network across the diversity of organisations techUK represents (ranging from some of the largest

systems integrators, software and technology vendors through to small and medium sized organisations and specialist advisors) and I therefore have an understanding of the different interests and needs that those different organisations have. I have enjoyed my time working with techUK and I am excited by the opportunity to continue that work as Vice Chair of the CGC.

## **Michael Herron, Business Unit Leader, Central Government, CGI**

### **Profile**

Michael is a member of the CGI UK Board and leads the Central Government Business Unit. His vision is for CGI to be recognised by UK Government as a world class end-to-end IT and business consulting services provider, helping them succeed in delivering critical, citizen-centric services - using technology to improve the lives and security of UK citizens.

Michael studied Politics at Reading University and then completed an MA in International Relations at King's College London. He started his career as a Civil Servant at the Ministry of Defence (MoD) and then held a number of positions at ICL and Fujitsu. Michael has spent his twenty-year career working in, or serving, the UK public sector.

Within CGI, Michael has previously held a number of Sector Director positions within the UK Public Sector Business Unit. Prior to his current role, he was Vice President for the Health and Justice sectors.

### **Statement**

I firmly believe that through stronger engagement, better outcomes can be achieved for both Government and Industry. My involvement in Project Santiago has convinced me that there is a genuine desire in HMG for a different way of working, one that focuses on win-wins for both the Government and the supplier. I see the vice-chair role on the CG council as a natural progression of that. My belief is that UK citizens are best served by a diverse supply chain, with engaged SIs and a dynamic community of SMEs, in open dialogue with HMG. I will work enthusiastically with the CG Council and TechUK to promote and achieve that.

In terms of the wider Government Group, CGI's UK business spans Health, Local Government, Education, Space, Defence & Policing. We are already active in the Space & Defense council and as a member of our UK Board I can bring our wider U.K. and global experience to bear.

What I bring is a public sector background combined with a private sector lens to genuinely change the status quo and improve how government & industry work with each other. Collaboration will deliver better results and I will be part of achieving that.

## **Manish Malhotra, Vice President & Head, UK Public Services, Infosys**

### **Profile**

My primary role at Infosys is AVP & Head of UK Public Services business. I am accountable for leading Sales and Client Account Relationship teams, being a partner and trusted advisor to our strategic clients in UK PS, working with key Govt entities and stakeholders in shaping their approach & communicating the 'big picture' in order to drive roadmap of transformation journeys.

Career spanning 22+ years in industries such as Public Services, Financial Services, Retail & Manufacturing across variety of roles across Design, Project Management, Solution Architecture, Service Delivery, Account Strategy, Client Engagement, Business Development and Sales.

I have done my Engineering from Pune University, Masters in Information Management from JBIMS, PG Diploma in Management from Indo-German Chambers of Commerce and Programme in Entrepreneurship from Stanford Business School.

### **Statement**

Given the diversity of roles I have played across industries and service lines; I bring to table a perspective of how different industries are addressing the challenges / problems which can be leveraged / learnt by UK Public Services.

In today's world where innovation agenda is largely driven by Start-ups, I bring to table know-how of establishing working relationships with Start-ups/Incubators/Accelerators for Co-creation & Innovation in the areas of Digital, Data & Analytics, Artificial Intelligence, Robotic Process Automation & Assurance.

Finally, during the course of my journey, I have partnered with Software Product & Platform players to create end to end solution for clients' ex: Microsoft, SAP, Oracle, CA, Software AG, HPE, IBM, Tricentis, TIBCO, PEGA and multiple niche boutique software players. This perspective is vital to bring in accelerated value for delivering intelligent solutions for UK Public Services.

### **Iain Gravestock, Partner, KPMG**

#### **Profile**

I worked as a software developer in the Civil Service before joining KPMG over 23 years ago.

Progressing through a technology consulting career path I worked with private sector clients for 7 years and for the last 15 years with many Central Government departments.

Currently I lead KPMG's relationship with DWP and the FCO and have recently taken on this role with the Home Office. My role is understanding these Departments' policies, strategies and challenges and building strong Board-level relationships.

Working with the Boards and SROs I have led KPMG's teams in delivering major policy implementation projects and transformation programmes using the latest digital and technology thinking in a broad range of policy areas.

I represent the UK in KPMG's Global Government Technology leadership group, with my counter-parts from our largest international practices.

When not at work I live with my wife, three teenagers, a dog and two gerbils.

#### **Statement**

I bring:

- a passionate interest in improving the fabric and functioning of our society by improving public service delivery through the use of digital, data and technology (DDaT)

- Insight, understanding and access to the strategy, policies and direction of the Civil Service through my relationships and daily conversations with senior leaders across different professions, programmes, Boards and communities.
- Understanding and access to perspectives, themes and strategies in using data, digital and technology in some of the most innovative Governments around the world.
- Balanced and collaborative ways of working and commitment to helping develop and contribute to co-creating deliverables and outputs with the other Council members.
- Experience and expertise of working successfully with many different supply chain partners in delivering propositions and projects with our clients over my career.
- the perspective of large consultancies delivering successful outcomes in Central Government, whilst recognizing this is only one of the valid views.
- A commitment and passion to social mobility and inclusive leadership with a goal of increasing the opportunities and access to DDaT career paths to help DDaT teams in the private and public sectors to be representative of our society more generally, e.g. greater opportunity for disabled colleagues.

## **Tom McCann, Head of Central Government, Sopra Steria**

### **Profile**

Tom is a Director for Sopra Steria in the UK, leading their business across Central Government and a Digital Leader for Sopra Steria's Government business in Europe.

He is an experienced leader with a strong track record of developing and growing new business and building and leading consulting and delivery teams in the UK and internationally to deliver good customer outcomes.

Tom has a strong combined digital, consulting and risk management background gained from 20 years working for systems integrators and with the Big 4.

He has gained significant international consulting and delivery experience and insight in the financial services, utilities, telco, retail, airline and public services sectors.

### **Statement**

Tom is the incumbent Chair of the Central Government Council and member of the PSB. He has been active in supporting TechUK and the PS agenda in the market and within Sopra Steria.

He has significant experience in the UK Public Sector and overseas working with government and other sectors and has significant experience to bring to bear with Central Government Council events.

Tom has been active with TechUK in non-PSB and Council events including speaking at 2 snacks and sips events and other events organized during 2018/19.

**Profile**

Gordon Morrison is Director for EMEA Government Affairs at Splunk. Gordon has long term experience in UK public sector. He spent the early part of his career as an engineer and scientist in the Ministry of Defence but subsequently worked in technical and senior management roles in the UK tech industry, mainly on National Security, Cyber and Defence programmes. Companies included EDS, Detica and Steria.

Most recently, he was a Director at techUK and spent two years with McAfee UK as Director of Government Relations.

Gordon has spoken at numerous events, has been an expert witness to Select Committees, been published in the media, helped formed Government & Industry Partnerships and has good relationships with Government and the industry in general.

**Statement**

This committee has been highly successful but, perhaps it's time for a renewed focus.

We are in the early stages of a truly transformation era where we will have billions of connected devices, emergence of public sector AI, ever reducing resources and increasing demand on public services. The committee has a renewed role in helping central government navigate this.

We should strive to become a trusted, positive, transformative but perhaps disruptive partner to Government and other third parties.

I will be an enthusiastic and reliable member of the committee. I'll work with the Chair to ensure all members large and small, international and UK based are adequately represented and able to contribute to the programme. I will also work to ensure the burden is shared across the committee and all members can contribute.

I will be devoted to transparent and open communication with the council; I will strive to ensure we drive new relationships with innovative third parties as well as Government and will push for an ambitious and focused program plan to be delivered which provides real business benefit and reduces risk to Members.

## GENERAL MANAGEMENT COMMITTEE - NOMINEES

### Simon Mikellides, Application Modernisation Practice Manager, Advanced

#### **Profile**

I have worked predominantly as a consultant in sales and account management for software and services companies for the past 15 years. Significant customers include the large govt. departments (DWP, HMRC etc) as well as local councils as well as commercial enterprises.

I like to bring a conversation back down to earth and ask 'how do we really get this done', a question that's particularly important (and appreciated) in the PS space.

Most notably and recently, I have worked as trusted advisor for the DWP supporting their VME Replacement initiative. A £100m + project to modernize nine core business services by re-platforming critical benefits and pensions applications.

#### **Statement**

Ironically... A modern perspective on how government agencies try to manage and modernise significantly old technologies (without replacing them). Most notably large and complex applications that are still 'core and business critical' written in legacy languages and or operating on 30-40 year old ageing operating systems.

Most recently supporting the DWP in VME-R. A fantastic case study of significant national importance. All the applications in scope are 'Critical National Assets'. The VME-R Programme is responsible for safeguarding £170b of welfare payments, Pensions and core benefits to 18m people, including 700m individual payments p/a. The technology that underpins these payments is based on the ageing VME Operating System. The VME-R Programme removes reliance on this technology providing a robust, replacement platform.

I would represent a face on the council.

### Chris Farthing, Managing Director, Advice Cloud

#### **Profile**

Chris Farthing is a public sector procurement specialist with over 20 years of sector experience. Having worked at Defra & FCA (FSA as was) directly and indirectly with many departments & agencies he has a deep & empathetic understanding of the procurement challenges Central Government face.

Chris will:

-Use his knowledge, background, contacts and experience to assist TechUK members, develop their networks & understand the market challenges whilst attempting to help develop TechUK member services that reduce business cost & risk

## **Statement**

In last 4 year my company has become a recognized voice championing SME tech business into the UK public sector. We have worked with both Buyers and suppliers, educating them on how to buy & sell their services better.

What the council should focus on:

1. Ensuring any trade deal post Brexit is for the betterment of the UK economy and UK tech suppliers
2. Ensuring procurement changes post Brexit are not detrimental to UK SME growth & opportunities
3. Continue to campaign for more transparency & open data around contracts.

## **Scott Hamilton, Central Government Manager – UK & Ireland, Amazon Web Services**

### **Profile**

I'm a cloud business leader with a first-class track record in the UK public sector, with specific focus on UK Central Government. I have 26 years broad experience in the IT industry, from manufacturing and procurement through to account management and building/managing sales teams.

I Joined AWS in May 2014 as one of the first public sector hires in the UK and EMEA working across all public sector verticals. For over 2 years now I have lead the central government vertical and grown the business to what it is today by listening to AWS' customers and developing a team of customer obsessed account managers. I'm part of AWS' UK Management team for the public sector.

### **Statement**

I believe I'll bring a balanced view point to the themes and tasks that TechUK evaluate and respond on based on my experience of supporting public sector clients for AWS, Lockheed Martin, Dell and HP.

I've been working in Central Government Accounts for a number of year and have seen how they have evolved and changed through the creation of GDS and Cloud First policy. In my current role I'm heavily committed to tackling the skills agenda in UK Gov as I believe transformation can only be achieved by a skilled and engaged workforce, not technology alone.

I have previously sat on the Committee of the University of West London's Consultative Committee for Computing at the School of Computing and Engineering. My role there was to support UWL in assessing how AWS cloud skills could be delivered to into the University curriculum.

## **Gary Beddow, Business Development Director, Arcus Global**

### **Profile**

I have a number of years' experience working within public sector IT for a variety of software suppliers. I've been involved in many successful public sector IT projects,

have also seen projects delayed and stifled by red tape and bureaucracy. I believe improved vendor co-operation can significantly improve the customer outcome. I am a keen participant when attending round table debates and forums. My open and honest approach to doing business and creative flair to problem solving helps me engage with peers, colleagues, partners and customers effectively. Locally, in my spare time I am an active governor for a high school and run a number of sports clubs for adult badminton. Technology and innovation are my driving passion and seeing it being leveraged to ultimately deliver better outcomes for the UK Public gives me a buzz and sense of satisfaction, I have a genuine desire to improve the sector for all.

### **Statement**

Given my experience in the public sector IT sector to-date I believe that I can make a significant contribution to the progress that the CGC has made so far in helping influence Central Government in transforming its approach to the market for Public Sector IT and Digital solutions.

As a Business Development Director at Arcus Global a 2018 Times 100 SME. Over the last nine years have been active participants benefiting from the many policies introduced to help SMEs work with the public sector, I feel I am well placed to offer views and help influence the market to evolve Central Government transformation and procurement practices.

Arcus Global has grown from a start-up of two to employing over one hundred people at our Cambridge based HQ, 95% of revenue from the Public Sector. Nonetheless, I know there is much more to be done, and I have many ideas to contribute to the council and sector. There are plenty of barriers remaining and new ones occasionally appearing. Overall, it is still difficult to call the market "SME" friendly despite the huge progress made. This next two years of the Council are going to be significant with BREXIT now upon us and I'd like to get involved and be an active participant.

### **Kris Saxton, Partner & Co-Founder, Automation Logic**

#### **Profile**

Kris is Partner and Co-founder at Automation Logic and has been a Systems Engineer for more than 20 years, with more than half of that time spent building ISPs and MSPs before moving into consultancy. An acknowledged expert on all things cloud and automation, he consults for enterprise clients across both the public and private sectors. Kris is a regular public speaker and writer providing a unique, experience-based perspective on the realities of implementing Cloud, DevOps and Automation within large enterprises.

#### **Statement**

Kris has experience engaging across central government including with the MoJ, DEFRA, DWP, HMCTS, HMPO and others and is keen to bring this real-world experience to bear to help guide the priorities and strategic direction of techUK's Central Government Council.

Kris has consulted and advised large UK enterprises and many central government stakeholders on accelerating their digital transformation agenda, focusing on how best to modernise and adopt cloud and DevOps as government continue to seek to do things better, faster, cheaper with strategies such as 'cloud-first'. In his capacity, as co-founder of Automation Logic, Kris has led commercial activities as Automation Logic have become a well-established and reputable supplier of IT services to Central Government.

Automation Logic are listed as suppliers on both the DOS and G Cloud 8 government frameworks. Engagements to date have included public cloud migration projects, building new platforms as part of the crime programme, providing DevOps and automation expertise and infrastructure and application level operational support for digital services. The current MoJ CTO said of Automation Logic in a public case study "Automation Logic are the role model for what it takes for a DevOps oriented vendor to be in order to be successful in the public sector...".

### **Harjit Lota, Head of Digital Services, Government and Transport, BAE Systems Applied Intelligence**

#### **Profile**

Harjit is an aerospace engineer that has transitioned into the government digital domain.

Harjit leads BAE Systems' work to shape successful digital transformation solutions and services for clients across UK central government. This includes bringing BAE Systems' wider Defence-based expertise to bear.

He brings 16+ years of experience working in and alongside different parts of government and industry including the defence and security sectors.

Prior to BAE Systems, Harjit spent nearly 6 years at PA Consulting leading government client assignments around operating models, business change and capability delivery.

In his early career, Harjit worked as an employee at the Defence Science & Technology Laboratory (Dstl) for 10 years in a range of internal consulting and systems engineering roles.

When not working, Harjit loves to travel with his young family. As part of giving-back, he has also started tutoring A-level students from disadvantaged backgrounds.

#### **Statement**

Harjit's experiences have led him to all corners of government.

He has worked on future unmanned platforms, helped to deliver critical national IT capabilities, and advised central government departments on how to set-up flexible enterprise IT services. This diversity will provide a positively disruptive influence to the Central Government Council (CGC).

Harjit is accustomed to working with stakeholders from government, large industry players and small & medium sized enterprises (SMEs). He will be able to lead and support successful and open dialogue within the CGC.

As an example he leads BAE Systems' central government work to grow alliances with SMEs. This has provided mutually beneficial opportunities to both and provided government with teams that offer unique capabilities.

Harjit is a thought leader and believes in using multiple perspectives/lenses to solve problems. This aligns with the CGC aim to drive better engagement between the tech sector and government. An example of Harjit's recent thought leadership on 'Living with Artificial Intelligence' can be found here:  
<https://www.baesystems.com/en/cybersecurity/blog/living-with-artificial-intelligence>

In terms of being a CGC ambassador – Harjit is already an ambassador in his role as an A-level tutor. He is also looking to set-up a BAME (black, asian and minority ethnic) network at BAE Systems.

## **Robert Elliott Smith, PhD FRSA, CTO, BOXARR**

### **Profile**

CTO of BOXARR, a Bristol based software company with major UK and international customers, including Rolls Royce, Airbus, Boeing, the MoD, and many others. Also Senior Research Fellow of Computer Science at University College London, and author of over 35 journal articles, 10 invited book chapters, and over 75 conference papers.

Has conducted research projects for The EU, DERA, British Aerospace, Airbus, British Telecom, The Bank of England, and The Competitive Market Authority, The U.S. Army Strategic Defense Command, Los Alamos and Oak Ridge National Laboratories, NASA, Boeing, NSF, EPSRC.

Noted lecturer on technology's impact on society, author of an upcoming Bloomsbury book on the subject, and contributor to UK Computing Research Committee's Grand Challenges for Computing, and UCL's Written Evidence to UK House of Commons Select Committee on Algorithms in Decision Making.

### **Statement**

Dr. Smith is able to bring together academic insight, real-world engineering experience, and executive experience in a technology business that he has helped grow from a startup to a firm serving major industries that impact the UK economy. He has worked for over 30 years on artificial intelligence, with experience spanning many facets right from it's pre-internet history through to present day applications in the real World.

Dr. Smith is also an expert on the history of computing and its impacts on society (a topic that forms the core of much of his published and upcoming work).

With a focus on the fact that algorithms and A.I. will likely have a broad social impact over the coming few decades, Dr. Smith's practical, historical, theoretical and business experience with those technologies can make a substantial and unique contribution to the Council of techUK's Government Group.

## **Tim Skinner, Director for Central Government, BT**

### **Profile**

I have over 30 years of experience in the telecoms industry which started from working my way up through various Engineering, Technical and Sales roles before I became a Director, at Newbridge Networks, responsible for the company's largest private and public sector customers.

In 1999 I moved to Cisco to lead their Manufacturing, Utilities, Retail and Pharmaceutical business where I led three business development teams and one technical team, delivering circa \$150M pa. By 2010 I was appointed to the Cisco UKI board leading their entire private sector sales business, reporting directly to the CEO.

In 2013 I moved to Samsung Electronics where I was tasked with creating a new UK Enterprise Business focusing on FTSE 250 companies before I moved to join BT in 2015 where I am currently the Director for our Central Government business

### **Statement**

I want to bring together my 30+ years' experience in the telecoms industry alongside my knowledge from the private sector, to inform best practice that can be applied into public sector transformation. As the government looks to increasingly digitize and bring its services online, I can offer my unique experience to help fulfil that enablement journey.

I have previous experience from Cisco where I led their large private sector sales business for 3 years on their UK board. I also have a vast amount of experience in cloud and managed services which has led me to creating a truly unique network of contacts from the telecoms and IT industries across both service and cloud providers. Because of my previous experience, I also have good connections into the American Silicon Valley based technology manufacturers.

I am currently leading the BT Central Government business which has given me firsthand experience of public sector challenges whereby I spend my time helping to truly transform government departments through their people, places (in terms of enabling smarter working) and ideas/innovation to help build better public services.

## **Sara Bowden, Sales Manager, CDW**

### **Profile**

During a career that spans more than 30 years I've helped Central Government Departments achieve the successful adoption of IT, focusing on transformation of processes and delivering tangible improvement. I have orchestrated the successful delivery of projects totaling in excess of £700m.

I manage CDW's 15 person strong Central Government and Blue Light sales teams which provide thought leadership, innovation and ideation to our customers. My team's relationships with these customers continues to deepen, I have instilled a consultancy led approach that brings the best solutions the market offers to deliver and accelerate digital transformation for Central Government.

Our position as a significant voice in the sector is demonstrated by year on year growth of 84% delivering solutions in excess of £125m. Highlights from 2018 include; a £29m Azure

adoption by the DfE and £17m of Lenovo devices pre-configured, asset tagged and delivered to the Ministry of Justice. Central Government Departments also chose CDW to provide more than 100,000 pre-configured end user devices.

### **Statement**

I feel privileged to have served on the CGC during 2018, this has deepened my understanding of the Central Government IT landscape and provided the opportunity to bring creativity, insight and credibility to the approaches of the Council based on 30 years of experience helping Central Government secure the transformative benefits of IT across a range of functions and services.

As a business leader I am skilled at changing perceptions, shifting organisational focus and defining strategies that quickly and tangibly deliver positive change. I will use these skills to continue to amplify the voice and impact of the Council focusing on promoting better engagement between the tech sector and Government, providing support to techUK's campaigns to reform procurement and to promote the transformative role of technology in public services.

I will also seek to introduce and drive further initiatives around three core areas focused on accelerating the adoption of technology and realisation of tangible improvements:

- Changing the way users work; promoting flexibility and agility
- Managing risk; technical, procurement and delivery
- Preparing for the future; innovation and ideation

### **Andrew Candlish, Regional Manager – Central Government, Cisco**

#### **Profile**

I have worked in the IT sector for 30 years, working in small and large companies. My first 5 years ((1989-1994) were spent at a small software house in Slough working with a wide range of customers. At the time we lived through the Unix revolution that replaced the mainframe behemoths of Unisys, Burroughs and ICL.

The next five (1994-1998) were spent in Hong Kong with two major UK corporates, Reuters and Grant Thornton. I travelled extensively throughout Asia through the times of China's rise. A fascinating time which I still have a great interest in.

In 1998 I returned to the UK and joined Cisco. The first ten were spent in the city with some of the largest financial institutions.

I did have two years in 2008-2010 when Cisco allowed me to pursue a social enterprise business. It was based on getting people back to work and it was, for a period very successful. The business created over 100 jobs and 300 training journeys. Then the market crash happened and the world became harder.

I returned to Cisco to work in the public sector, specifically for the DWP and HMRC, where I learnt so much with my business. I now look after the central government sector and thoroughly enjoy it.

Outside work, I have four children ranging from 20 to 14. I am a cricket coach and enjoy almost every sport.

## **Statement**

I have spent 30 years working in the IT sector in SME, corporate and Third Sector. It's been an amazing run and I've been very proud to work for Cisco, who are one of the most ethical and decent companies I have ever known.

I believe I have a wide range of views and experience. Born and raised in London, I've lived in Yorkshire for the last ten years. I've spent years in Asia and understand the rise of China very well.

With Cisco, I understand the silicon valley. I would say I have experienced a great variety of people, places, companies and enterprises in the private and public sector.

Finally, now that my children are older, I have time to think and give some time back.

## **Lindsay Smith, CMO, Ctrl O**

### **Profile**

Lindsay has served as Executive Chair, CEO, CMO and CFO as well as a number of non-executive appointments to technology companies (mainly software/SaaS) since 1985.

Recently he served 4-years as Secretary General to the trade association EuroCloud while retaining his active portfolio with a small number of SMEs. As CMO of Ctrl O, a low-code business process management platform, Lindsay has day-to-day experience of a micro-SME successfully bringing the benefits of innovation to Central Government.

In 2016 Lindsay published "*G-Cloud, Success Analysed; Failure Explained*", a self-help guide for SMEs to better understand how to successfully win government business through this significant framework.

A regular commentator on public procurement of technology, Lindsay considers procurement as the single strongest intervention government can use to promote SME, technology, social value and transformation policies.

Prior to his career in technology, Lindsay was a chartered accountant with PWC and KPMG in London and Hong Kong.

### **Statement**

I strongly believe in the work of techUK, bringing suppliers and public sector to better understand each other.

I am passionate about the role of UKSME technology developers in building a sustainable, forward looking economy. A healthy SME-tech sector supports many positive outcomes for our future society.

I am an advocate, cheerleader and mentor to the SME-tech sector having been closely aligned to it since 1994. I do not disdain larger enterprises, but I am acutely aware of the many disadvantages the SME entrepreneur has by comparison and I enjoy working to improve the balance.

I am not outspoken, but persuasive. To be persuasive one must have understanding which means listening to the needs and concerns of multiple stakeholders and working collaboratively to find a secure path to progress.

Central Government has been at the leading edge of policy on SMEs, cloud, social value, digital transformation and open data, but is now distracted. There are many apparent state, policy and party conflicts that need careful consideration and appraisal. I can't think of a better or more difficult time to make a positive contribution.

I also bring from EuroCloud, hands-on trade-association experience and understanding, this should help me assimilate the role.

## **Tariq Hussain, Senior Director – Central Government and Defence, Dell EMC**

### **Profile**

With over 20 years' of commercial experience that spans across a range of industries including manufacturing, transport, consulting and information technology, I bring a broad spectrum of expertise to his role as UK Government Sales Director for Dell in the UK. In this role, I am responsible for leading a business of 10 Account Executives across the UK (with a wider indirect team of >50) and driving growth across all of Dell's end-to-end products and services - offering technology solutions for every person across Central Government and Defence and Securities. Prior to this role I was the UK Finance Director supporting the UK VP Tim Griffin

Outside of my main role at Dell – I lead the DellEMC Management Challenge – a 2 day corporate adventure race held in the Brecon Beacons each year with up to 250 people across our partners and customer set.

Prior to joining Dell, I was a Financial Performance Consultant at IBM looking to streamline IT across a number of diverse industries including Shell and the Banking Sector.

An alumnus of the University of Wales, Swansea; I am an avid rowing fan having most recently rowed at Marlow Rowing club and at GB level at Under 21s.

I am a big supporter of encouraging diversity within organisations to build stronger teams and I am actively involved in a number of Employee Resource groups to that effect.

I am 15 years qualified as ACMA.

### **Statement**

Having worked the last 12 years dealing with Public Sector and with the last 4 years running the Central Government team I feel that with this experience I will bring a broad and experienced view to the Central Government Council.

Dealing with key customers from large Government Departments such as DWP, HMRC and DEFRA to the smaller departments, along with close relationships in Secure and Defence I will be able to bring a current and up to date understanding of what is driving IT Transformation from our customers perspective and ultimately how we as vendors can support this journey.

## **Dean Lonsdale, Director, Deloitte**

### **Profile**

Dean is a Director in Deloitte's Technology Consulting practice and specialises in advising public sector organisations IT transformation programmes. He has worked extensively across Public Sector for over 25 years and has worked on major transformation programmes with The

Department for Work & Pensions, The Office for National Statistics, other Central Government Departments and Arm's Length Bodies. He has also worked and advised strategically to the Government of Gibraltar and spent two years within Financial Services working globally with Tier 1 investment banks.

Operating at C-Suite level, Dean has recent and current experience of technology transformation programmes within Government and is a key advocate of delivering transformation in support of Government standards.

Having worked across both supply side and client side, Dean has a broad understanding of technology solutions employed across UK government today, this knowledge serves to ensure clients are informed and prepared when making technology related decisions.

### **Statement**

- Significant experience in delivering technology based change to support of policy based reform;
- 25 years of Technology Transformation experience spanning three decades across large Government Departments;
- Experience of operating both supply side and client side to ensure greatest value for clients and their technology related decisions;
- Significant experience of working on numerous Government Infrastructure projects of 'Critical National Importance'
- 15 years' service delivery experience supporting Government and Private Sector IT projects
- Experience in key Private Sector industries, including (Banking, Pharmaceuticals, Insurance & Retail) providing perfect opportunity to cross fertilize best value into Public Sector
- Passion for improving outcomes across the sector using technology; Empathy for our Public Sector colleagues and the challenges they face;
- Commitment to improving the credibility of technology supply to government by:
  - delivering quality
  - exemplary behavior in collaborating with other suppliers

### **Harry Metcalfe, Founder of DXW Digital, CEO, DXW Cyber**

#### **Profile**

I founded dxw, a digital services supplier to public sector bodies, in 2008. dxw works only with the public sector and has taken a leading role in the discussion and debate around how online public services should be procured, built, operated and integrated into organisations' wider functions.

In 2015 a major campaign facilitated by dxw led to the withdrawal of the Digital Services Framework and the launch of its replacement, the Digital Outcomes and Specialists Framework. dxw has built and continues to operate substantial platforms for government, such as the Blogs and Campaigns services as part of GOV.UK, as well as delivering research

and strategy work on projects such as the national teacher vacancies services at DfE and the portfolio assurance programme at GDS.

In September 2017, Harry formed dxw cyber, a security consultancy and testing company. dxw cyber help people take a modern, agile approach to securing their services at a time when security couldn't be more important.

Harry is also a non-executive member of the board of the Open Rights Group, an NGO which campaigns in support of digital civil liberties, privacy and copyright reform.

### **Statement**

Over the last ten years in my role leading dxw, I have gained significant experience in the technical, strategic, political and stakeholder contexts that surround technology delivery in central government. I believe that this experience would be a useful addition to the Council's work.

My priorities for the work of the council would be:

- To continue supporting efforts to reform procurement approaches, increasing fairness, openness and transparency in Government's approach. I would like the CGC to bring bold and pragmatic challenge to ingrained assumptions about procurement processes
- To start and contribute to a more prominent debate about the expectations that the public sector should have of its suppliers around cyber security, and how those expectations should be met. Too many information assurance processes are bureaucratic and expensive for SMEs to comply with, while adding little value.
- To advocate and promote the wider and deeper adoption of user-centred styles of technology delivery in government. GDS are no longer providing clear leadership in this area, and it's vital that the wider community of suppliers, event organisers, interested observers and civil servants step up to fill this gap.

### **Bill Hodson, Business Director, Frazer Nash Consultancy**

#### **Profile**

Bill Hodson has worked in the defence, security and intelligence industries for over 25 years, focussing on the intelligent application of technology to important national security issues in the US and the UK.

His career began with working in underwater acoustics with a subsidiary of the former VSEL Shipbuilders where he contributed to a range of sonar and combat systems. Subsequently, he moved into management and has served as Vice President for SAIC, the US-based system engineer and integrator, as Managing Consultant in the Defence & Security Practice of PA Consulting and as Managing Director of Envitia, a software house specialising in geospatial intelligence.

Bill joined the Board of Frazer-Nash Consultancy in 2012 as Business Director.

## **Statement**

Through his work with the Royal United Services Institute and as a Fellow at the University of Cambridge for Science and Policy, Bill is a recognised leader in strategic thinking in the technology sector. Bill has led and managed a range of technology businesses, bringing experience from both the vendor and consultancy perspective.

As Managing Director of Envitia he led a growing software business and now, as Frazer-Nash's Business Director, Bill takes an independent consultancy view, focusing on problems at a strategic level and helping to develop solutions that fully reflect the broader context of the challenge. Bill also heads up Frazer-Nash's joint working with Context IS, focused on improving cyber security in critical national infrastructure. Bill's experience covers the broad range of functions that the technology sector delivers to meet the UK's economic and societal needs. He has worked with senior figures in UK and US government throughout his career.

Bill is ideally placed to help the CGC meet their objectives. As a council member, he will help to further your engagement with central government, provide leadership and insight to support campaign aims and promote the UK Technology sector and the role it can play in transforming public services.

**Patrick Stephenson, Client Managing Director: Central & Regional Government, Fujitsu**

## **Profile**

Throughout my career I have focused on how digital technology can transform the customer experience, improve both top and bottom line performance and drive inclusive social and economic value. I am recognised as a digital innovator and trusted advisor in digital transformation and Smart Cities. I have over 20 years' experience of building high performing teams to transform public services working for organisations such as Steria, BT, HPE and more recently Fujitsu. I have experience of working across both technical and business arenas within the public sector which has enabled me to deliver a number of successful new start-up enterprises, innovative partnerships and sustainable growth.

I am driving the creation of disruptive public service models to support digital native citizen's and share personal and government data more effectively. See recent video with the head of Estonia digital government.

<https://www.youtube.com/watch?v=h8INdb6n4U0&feature=youtu.be>

## **Statement**

I will bring a wealth of global experience and energy of transforming public services at a local, regional and central government level. With a passion to make digital technology a force for good in improving the lives of UK citizens.

**Andy M Astbury, Director, Public Sector – Central Government and Devolved Executives, IBM**

## **Profile**

As Director of IBM's Public Sector, I am responsible for IBM's business with Central Government and the Devolved Assemblies. I lead a team of Client Executives, managing IBM's relationship with HM Government and responsible for setting IBM strategy to support Central Government Departments in their Digital Transformation journeys. As such I have experience across the breadth of IBM's capability, from Service Delivery and Design through agile delivery, supported by Cloud, AI and Security.

During my career, I have held a variety of leadership positions across the portfolio of Enterprise and Application Software, I have run a System Integration Practice and worked in the Hardware business. I have worked with Clients across multiple Industry Sectors in the UK and Europe, and as such have experience of the challenges facing organisations as they adapt and transform their business models and supporting technology.

I am married with 2 Children and a keen sportsman.

### **Statement**

I am passionate about helping organisations transform to become more effective and efficient, and to deliver high quality services. Technology and Culture are fundamental parts of achieving that outcome. My experience of working across Industry and Public Sector, incorporating many areas of technology will hopefully bring a refreshing insight to how Industry can support Government with the transformation challenges they face.

In addition, I have a strong commercial background, having led sales organisations throughout my career. As a result, I have experienced a variety of Procurement practices, both in Public Sector and Industry, and can offer insight on successful engagements, as well as lessons that can be learnt from the less successful experiences.

I also am a strong believer in collaboration, coming together to create a better experience and services for our citizens. TechUK provides an opportunity for Industry to make such a contribution, bringing together the diverse views on the solutions to the challenges that Government faces. I would actively contribute to the Central Government Council and believe I can bring relevant insight, founded on a strong business background and a career in the Technology sector.

## **Eddie Ginja, Head of Public Sector (incl. Client Director for HMRC), KCOM**

### **Profile**

Eddie started his IT career as a mainframe programmer. After working in Banking for several years, and having for some of the world's leading banking institutions, he joined Capgemini in 1997. In his 15 year career at Capgemini Eddie progressed through the ranks from a programmer/systems analyst, to project programme manager, bid manager and finally managing a team as Head of Infrastructure Management.

Eddie was also one of the principal bid managers for the HMRC (ASPIRE) contract in 2004. Eddie subsequently went on to work on the ASPIRE contact (in Telford), as Head of Core Services (aka CIO) for six years. Eddie continues to be involved in helping the Public Sector achieve their goals and objectives.

### **Statement**

Eddie has strong public and central government experience, including working with organisations such as HMRC, NHSBSA, NHS trusts, the Home Office and the MoJ. Eddie always adopts an innovative and end-user focused approach, adopting solutions and services to help citizens and patients thrive and live the best quality (of life) possible. Part of this work includes getting to the heart of issues affecting citizens that for example live in cities; through initiatives relating to Smart Cities and getting to the heart of matters through direct citizen engagement customer surveys, and even hospital visits. Eddie hopes to bring and share all this knowledge, gained over the years, and practised currently, with fellow TechUK contributors.

## **Anthony Darch, Business Development Director, Methods Business and Digital Technology**

### **Profile**

As a Business Development Director at Methods, an SME and Digital Transformation leader, I've been working extensively in helping to drive Digital Transformation and Procurements across the public sector, working with all levels from CxO.

I've been working with Central Government on both client and supplier sides for over 13 years.

Initially starting as a Tester and Business Analyst, it gave me a very good grounding for understanding the benefits of user-driven delivery. This has been a key driver for me throughout my career which includes working as a Client-side PM at ONS, and a Relationship Manager at MOJ bringing supplier and client together.

That understanding has been taken into my Sales and Business Development activities where I've worked very closely with MOJ and HMCTS at all levels as well as departments including Home Office, Cabinet Office, FSA, BEIS, Police Forces, Local Government and CCS.

### **Statement**

I have wide-ranging experience of both client and supplier-side across Central Government. My understanding of how the public sector is currently operating and also where it's progressing to will be of great benefit to the CGC.

One of the main areas of my work is in and around Procurement. I have worked with and provided input to CCS on a number of occasions as I feel strongly about ensuring the process is as straight forward as possible, aligning to CGC's aims. In addition to the extensive work on responding to procurements across all major frameworks, we often manage procurements for public sector clients and therefore I have experience on both sides which can help bring them together.

I'm involved in all aspects of Digital Transformation and the improvement of public services as well as the introduction of emerging technologies and provide guidance to Senior Leaders as to how to incorporate these and the benefits they can bring.

Having worked at all levels for an SME, an SI and also client-side I've a very well-rounded understanding of requirements, and challenges, that all face not only in procurements but technology in general and how we can work to progress to better services.

## **Laura Bouchard, Central Government, Microsoft**

### **Profile**

Laura Bouchard runs the Central Government business at Microsoft. She is responsible for our Government and EU Exit strategy and leads a team of 18 people who support government departments, agencies and arm's length bodies.

### **Statement**

I am interested in the possible partnerships with other attendees with Microsoft being a partner-centric organization and alignment on key priorities for government like initiatives to create digital skills and harness AI.

## **Simon Staffell, Head of Public Affairs, Nominet**

### **Profile**

Simon is Head of Public Affairs at Nominet, an internet company delivering public benefit, with a team of c. 200 people based in Oxford, London and Washington DC. Prior to joining Nominet, Simon worked for the UK government, most recently as Counsellor for Security, Science and Technology at the British Embassy in Washington DC. He has held senior government roles in Whitehall and in diplomatic postings overseas. Prior to joining government, Simon completed a PhD in Politics and was a teacher.

### **Statement**

I left government less than 6 months ago, having held a number of senior roles in Whitehall and on postings overseas relevant to Tech UK and the CGC's mission. My roles have encompassed a range of national security and technology issues of relevance to Tech UK work and I have also led programmes of technology procurement, where I have been an advocate of reform and innovation. I would therefore be able to bring to CGC both a recent insider view of UK government policy and a strong network across government. While in government, was always a strong advocate of the transformative role of tech in the public sector and I would very much like to continue to collaborate on this through the CGC.

Now leading public affairs work at Nominet, I would also bring the industry perspective of an organization that is a strong advocate of Tech UK work and a focus on tech for good and work in the public interest. Running critical national infrastructure, Nominet work very closely with government across a number of departments and are committed to working to make sure the internet is used as a force for good. With the proceeds of our successful registry we've donated £44 million to tech for good causes since 2008, benefitting more than 10 million people.

At Nominet, we have strong engagement with government across CNI, internet policy, cyber security, digital skills, connectivity and spectrum management and automated vehicles – I would very much like to use this engagement to integrate with and promote the work of the CGC.

## **Chris Gledhill, CEO, PDMS**

### **Profile**

I have worked in the UK IT sector for more than 25 years as a founder and leader in PDMS and a number of related companies. We have always focussed on innovative solutions for the Public Sector and I have first hand experience of both considerable success where we have been able do deliver award winning national systems as an SME, and serious disappointments where great ideas and even proven solutions fail to gain any traction even when they appear to be a perfect fit.

Through working with TechUK and other similar organisations I have learned how important it is to keep promoting the capabilities of the fantastic array of talent and innovation within the SME community in technology. Our importance has been recognised albeit somewhat grudgingly but in an uncertain and pressured environment it is more important than ever to keep the 'SME agenda' alive. Central government needs us more than ever and needs to know where to find us.

## **Statement**

I have served previously on the Public Services Board and for the last year on the Central Government Council. I believe that this experience is vital to ensure that we continue to advocate effectively for the role of SME's. Not just as niche specialist sub contractors to the large integrators, or as a source of skilled labour for GDS style agile projects, but as the best source of innovation and value creation in the wider tech economy.

It is a privilege to represent such a vibrant sector and I will continue to challenge the assumptions and procedural barriers which prevent UK PLC from fully realising the value of our sector.

## **Matt Hunt, Director – Government and Health, PwC**

### **Profile**

I have a passion for helping the public sector provide more effective public services; I primarily do this through technology enabled business transformation. In my near 20 year career I have helped a number of public sector clients address some of the most complex business, commercial and technology issues of recent times across a number of Government departments.

My background is founded in technology delivery from working within an SI for the first half of my career and more recently working alongside clients in a number of transformation roles. My recent background has been focused on the defense and security sector including policing, border security and wider justice reform.

Outside of work my family keep me busy. I have two sports mad young children so spend most of my spare time playing or watching football, cricket and rugby with them.

### **Statement**

I will bring a wealth of experience to the Central Government Council from a number of different perspectives and roles. These will enable me to bring a rounded view into the CGC discussions and agenda:

- My experience is focussed on Digital Transformation of government which continues to be one of the most pressing areas of public sector reform;
- I have undertaken a number of client roles from a variety of perspectives leading delivery more traditional consultancy and effective secondment roles leading client programmes.
- I have worked on both supplier side and client side, partnering with a range of suppliers, in my time as part of an SI (Accenture) and more recently with PwC
- I will bring similarities and patterns from a number of different departmental experiences across the Home Office, DWP, HMCTS, HMRC and a number of police forces.

Finally, as a Digital Transformation lead within PwC I am able to draw on a variety of subject matter experts within the PwC network across a variety of topics; this will add to the CGC ability to respond to issues and canvass differing points of view.

## **James Lee-Smith, Head of Public Sector, Salesforce**

### **Profile**

- Head of UK Public Sector at Salesforce with 20 years of experience of working with Government IT.
- I am passionate about helping UK Government to rapidly build modern operational systems that support the more efficient delivery of Public services, provide better staff tooling for effectiveness and to improve customer engagement.
- I lead a team of enterprise Cloud specialists at the global leader in SaaS and PaaS technologies for managing complex casework and customer engagement. This democratises the use modern capabilities such as AI, Social, IOT, Mobile & Analytics in a scalable and extensible cloud platform for rapidly building modern applications.
- Previously I had 18 years with Oracle in the field of enterprise technology and managed relationships across Central Government, Local Government and Education sectors.
- Graduated in 1996 from the University of Wales College of Medicine (BSc Pharmacology).

### **Statement**

I lead the UK Public Sector business at Salesforce, have 20 years of experience working with UK Government and can offer a different perspective to the legacy conventions of 'Build vs Buy' by guiding on the Platform approach to rapidly building modern Government systems that harness the latest technologies such as cloud, social, mobile, IOT and AI. Our aim is to make UK Public Sector more self-sufficient in utilising these platform technologies to improve end to end process modernisation and accelerate the efficiency, transformation and service improvement agendas.

Salesforce itself is recognised by Forbes as the world's most innovative company for 5 of the last 7 years and the Fortune #1 Best Place to Work. It has a 20 year heritage of being a pioneer of Cloud technologies and leads the GMQs for two areas crucial to Government IT: i) Operational Casework & Customer Engagement and ii) High Productivity Application Platform as a Service (HPAPaaS). For context, we have 167 customers across UK Government spanning Central and Local Government.

## **Andrew Mellish, Public Sector Business Manager, Six Degrees (previously Carrenza)**

### **Profile**

Andrew Mellish is the public sector business manager for Six Degrees (rebrand from Carrenza in 2018 following the acquisition in 2016) and has been working in the IT industry for almost 20 years. In his role he is responsible for setting the business strategy for the public sector team as well as working with public sector clients, mostly in central government, with a focus on helping clients to build the platform that supports digital transformation as an on-going enabler for organisational change as policy, fluctuating budgets, demographics, and the impact of technology on our daily lives drives change.

Prior to his current role Andrew was head of marketing, responsible for establishing the marketing function, understanding the company's USP's, and developing all sector value

propositions and go-to-market activity. Before joining Six Degrees he had a number of senior marketing roles in other UK based IT Outsourcing and Managed Services providers.

### **Statement**

With my diverse sectorial experience in developing business propositions and helping drive exceptional growth for both SME's and larger UK based organisations my aim is to help techUK better support the needs of high-growth tech companies selling into the public sector whilst ensuring the work we do is relevant to central government organisations and the lives of citizens and end users.

As someone who works closely with a wide range of central government departments, from Government Digital Service to Legal Aid Authority, I have a good understanding of the role technology can play as enabling change and can use this knowledge to help influence the development of Central Government Departments through group meetings, events, and consultations, whilst also ensuring to put the needs to the techUK membership at the heart of decisions.

### **Clare Hill, CEO, Sysdoc**

#### **Profile**

Clare Hill is UK CEO of Sysdoc Limited, an SME Management Consulting organisation. Clare has led the business for over 10 years, creating a strategy that has enabled the company to grow threefold, achieving revenues of £10m+, and increased staff numbers to over 60 employees. Under her leadership, Sysdoc has become a sought-after partner for clients, due to their reputation and expertise in technology-led business transformation, leadership of change, and design and build of award-winning learning and business tools.

Clare is passionate about the difference SMEs can make across business and the UK Government, and is committed to leading positive, high performing teams. From 2011, Clare served for four years as a member of the SME panel, supporting government to successfully deliver the SME agenda. Whilst on the panel, Clare led the Pre Engagement group leading the debate and providing recommendations to the Cabinet Office to better engage SMEs.

#### **Statement**

Clare brings huge strength to any team. A master networker, she has an innate ability to put people at their ease – bringing groups together around a common purpose. A pragmatist and excellent communicator, Clare can quickly navigate complex scenarios, and succinctly craft and deliver messaging that land with their intended audience. She would be well placed to share Tech UK message throughout her extensive network.

Clare has deep experience in supporting organisations to successfully embrace new technologies, and to embed digitally enabled change. She is passionate about ensuring that investments in technology don't stop with the technology themselves – but deliver the intended benefits to organisations and importantly engage people positively in new ways of working.

Central government is facing huge change which represents a significant opportunity to improve ways of working through new and disruptive technologies – Clare is passionate

about helping build the stories that central government need to show how technology can transform citizen experience and deliver real value for the public purse.

Clare's commitment to the initiatives that she works on is unparalleled and she has absolute integrity – if she commits to something, it will get done – she will be an immensely valuable member of the team.

## **Nicky Stewart, Commercial Director, UKCloud**

### **Profile**

Nicky is the Commercial Director for UKCloud, one of the first vendors to join G-Cloud in 2012. UKCloud subsequently won a large number of high-profile contracts and is the market leader for public sector IaaS. Since it was founded in 2011, UKCloud has won a large number of awards, including the Hiscox Tech Track 100 in 2016, and the Queens Award for Enterprise and Innovation in 2017.

Prior to 2011, Nicky worked with government and industry to enable government to adopt cloud, leading the G-Cloud Programme's Commercial Work Strand that led to G-Cloud. Nicky was a member of the European Commission's Expert Group on Cloud Computing Contracts, and the Cloud Infrastructure Service Providers of Europe Code of Conduct for data protection Task Force. Nicky has a deep understanding of central government, having spent 21 years in technology roles, before leaving to become a founder member of UKCloud in 2011.

### **Statement**

I have a wealth of central Government experience – from within facing off to key technology suppliers for many years and subsequently as a start-up SME doing business with government. I understand the barriers for SMEs (and how these can be overcome), and I also understand the mind-set of the Government buying community – what they care about, their priorities and how Government policy drives buying behavior.

I believe that the CGC has a really important role to play as an impartial bridge between central Government and wider industry. My own experience has shown that by working collaboratively it is possible to come up with genuinely innovative solutions that benefit everyone – and these are needed more now than ever given ongoing political uncertainties.

I am passionate about government delivering the best possible outcomes for its citizens through digital. To achieve this, it is vital that Government's technology market is open, competitive and vibrant.

Although Cabinet Office has recently set out new policies which are designed to shield government from the "concentration risk" associated with a reliance on only a few suppliers, as well as grow the UK's digital economy and support SMEs, as yet there is little evidence that these policies are being enacted.

The CGC has a genuine opportunity to help government think about how these policies should be enacted and hold Government to its Industrial Strategy statement that "*our decisions on procurement, are among the government's most significant interventions in the economy*".

**Profile**

I have nearly 40 years' experience in the technology industry working for companies including Sequent Computer Systems, EMC, GlassHouse, Hewlett Packard, and Teradata. During this time I have held positions covering Customer Support, Training, Technical Presales, Sales and Sales Leadership. I am currently working for Zerto UK as a Strategic Account Director focussed on Central Government, providing a single software platform that significantly improves IT Resilience and multi Cloud Mobility to help support digital transformation initiatives. I have recently signed up as a mentor in the Zerto mentoring program to share some of my experiences and learnings with other people to in turn help them improve and develop. I also expect to learn a lot through this process. Outside of work I enjoy Golf, Yoga, Reading Biographies, Self-Development and supporting local and national charities.

**Statement**

Whilst I have worked within UK Public Sector for 10 years, I have valuable knowledge and experience across many different sectors. Having attended many techUK events over the past 3 years and found them extremely useful and informative. I would love the opportunity to be on the Central Government Council to help develop and shape the techUK engagement program with Central Government departments. I am passionate about how technology can help to support the UK Government to improve the lives of UK citizens and strongly believe that knowledge sharing and partnerships are key for the greater good. Whilst I am currently working in an individual contributor business development role at Zerto, my time working in a leadership role brought a lot of positive feedback and taught me a lot, including the fact that leadership is much more about what you do and how you act as opposed to your title. I would relish the opportunity to bring some of that learning to the techUK Central Government Council.