



## ICS DreamTeam Member No 2272 CV

### Profile:

A Microsoft MVP in Project with 20 years customer facing experience in implementing IT based solutions to solve business problems across all sectors, including ERP, EPM and other LOB solutions. During this time he has worked for several key industry organisations including Microsoft and Dell, he has run his own company twice and worked for several other IT organisations. He has proven client facing skills and has represented Microsoft at various UK events (latterly Project Challenge and Softworld). He has recently been made a Microsoft Most Valuable Professional (MVP) for his work with Project and Project Server. Strong communication & problem solving skills. Currently he runs his own EPM consultancy (Applepark Ltd). Speaker at the Microsoft Project Conference 2009 in Pheonix, AZ.

### Work Experience:

From – To: 2004 – Present

Role Title: EPM Consultant

Description: Working as an EPM consultant focused on the Microsoft solution set. He work with end customers to provide an EPM capability within their own organisations, focusing on improving project quality and PM standards, by way of Project Server implementations and training.

Customer: Applepark Ltd

From – To: 1998 – 2004

Role Title: Presales Consultant

Description: Presales consultant working with Microsoft's large enterprise customers and their partner base. This focused on all of Microsoft's server technology, plus the relevant client software (Windows and Office). Latterly he focused on MS EPM, helping to sell multi thousand seat implementations and competitive wins.

Customer: Microsoft Ltd

From – To: 1997-1998

Role Title: Presales Consultant

Description: Presales consultant and implementation specialist. Sold and implemented Thin Client technology (including Citrix and MS Terminal Services Edition) for ERP, LOB and messaging solutions.

Customer: Memorex Telex (now EDS services)

From – To: 1995-1997

Role Title: Presales Consultant / Network Implementation Specialist

Description: Presales consultant and network implementation specialist. Supported the Northern Sales Team selling Dell hardware, and implemented network operating systems UK wide (Netware, Unix solutions and Windows NT). Also implemented messaging solutions.

Customer: Dell Computers

From – To: 1987-1995

Role Title: Implementation consultant



Description: Implementation consultant. Implemented 30+ MRPII solutions (forerunner to ERP) across the UK and Europe on various UNIX flavours.  
Customer: Control Group Ltd (now part of XKO Group)

### Education:

Certification:

Microsoft Certified Trainer for Project and Project Server

Exam 071-633 – Microsoft Office Project Server 2007 – Managing Projects

Exam 071-632 – Microsoft Office Project 2007 – Managing Projects

Exam 074-131 – Microsoft Office Enterprise Project Management Solution

Exam 070-281 – Planning, Deploying and Managing an Enterprise Project Management Solution

MVP - <https://mvp.support.microsoft.com/profile=7F2C4FA3-6ABE-47E9-A5C8-B56E71E36F7B>

PRINCE2 Practitioner

### Professional Experience:

Recent EPM related achievements:

Implementation Training Partner for Microsoft's EPMU

- Selected to run 10 \* 3 day training workshops across EMEA for Microsoft as part of their EPM University for Project Server 2007. Continuing this training on behalf of Microsoft into 2009.

Project Technical Briefing Speaker:

- Ranked as one of the top rated speakers at the Microsoft Project Technical Briefing in Seattle, Cannes and Phoenix (AZ).

Project Training:

- Multiple MS Project training courses run as part of EPM implementations in order to help customers realise the value of EPM
- Associate of QA Training; running their Microsoft Certified Courses for Microsoft Project and Project Server.
- Associate of International Institute of Learning; running their Microsoft Office Project courses (blue, orange and black belt)

Successful implementation of MS EPM in various organisations, including

- A programme to run all the client's work on EPM, the commercial value of which was tens of millions of pounds stretching over 3-5 years.
- Implementation for managing mergers and acquisitions worth several million pounds.
- Implementation of EPM for an investment bank in order to manage their IT change programmes.
- Implementation of EPM to manage new product development for a food manufacturer/importer
- Implementation of EPM for a large membership organisation

Successful troubleshooting of MS EPM in various organisations, including

- Migration of EPM WSS from MSDE to SQL
- Migration of EPM from unreliable servers to supported environments
- Re-launch of existing "troubled" MS EPM implementation