

Martin is an experienced manager of people, budgets & projects: an IT consultant, management consultant and enterprise architect. He connects the customer, supplier, user and IT communities, enabling C-level decision-making. After earlier software development and project management roles, he became a salaried then independent consultant, specialising in enterprise projects. He's a published book/article author, speaker, trainer and professional advisor. He's one of fewer than 3,000 Chartered Fellows of the BCS and certified in several methods including TOGAF. His working style is collaborative, impartial & systemic; an innovative thinker with an eye for the relevant detail and for tackling complexity; he uses collaboration skills and formal techniques to engineer consent from controversy.

Decision Evaluation Ltd 1992-2017

Martin's contributions are specialised knowledge management and are sector agnostic, delivering successful projects in many areas of commerce & industry, in charities and in the public sector.

He has worked in multiple commercial sectors: financial ([NatWest](#), [RSA](#), [Wesleyan](#)); legal ([Aaron](#), [Amelans](#)); safety-critical energy & infrastructure ([Assystem](#), [Biwater](#), [Intelligent Energy](#)); property ([Adtranz](#), [Homestead](#)); healthcare ([CME](#)); manufacturing & engineering ([Bombardier](#), [Castrol](#), [SCA](#), [Turtle Wax](#)); distribution ([Barkland](#), [LEGO](#)).

Environmental projects have focussed on carbon ([Crichton Carbon Centre](#), [Small World Consulting](#)). NFP projects include charities ([Galloway's](#), [RNIB](#),) and professional bodies ([RIBA](#)).

Martin has also developed confidential solutions for venture capitalists & entrepreneurs.

He has advised central and local government ([Business Link](#), [DWP](#)) plus [fire](#), [police](#) & [careers](#) services, as well as consultancy and a teaching fellowship in education ([Lancaster University Management School](#), [Pearson Learning](#)).

As an enterprise consultant, he has personally executed **56** IT selections, interviewed **c790** staff to capture requirements and appraised **c1050** solutions. He normally delivers **4:1** savings:fee with a personal best of **1200:1**. His most important statistic is **zero**: not once has a project selected IT that proved unfit for purpose.

As well as assessing existing capabilities and infrastructures, Martin has often designed target architectures associated with new enterprise-wide software, including [CAD](#), [CRM](#), [EAM](#), [ERP](#), [Finance](#), [LMS](#), [PLM](#), [PSA](#), [SCM](#) or [T&A](#).

He has supported consequent implementations, especially with data migration, training, software support and change project management.

Roles & skills

Stakeholder management, client liaison, practise development

Project leader, project manager, board facilitator

Maturity assessments, review of organisation or operations

Formal scoping, feasibility study, business case, capital budget costings, IT approvals

Enterprise, data & solutions architecture

Business analysis, requirements engineering

Earlier career

LBMS Consultant & senior lecturer at [CASE](#) tools and structured methods house

Kloeckner IT project leader developing enterprise system across 6 Tube divisions

Granada analyst/programmer to IT project leader for critical Stores

Stirling Group Deputy factory manager, 64 unionised staff, 4 supervisors

Premier Foods Management trainee, shop-floor supervisor

Main qualifications

TOGAF [Certified](#), 100002492

FBCS Chartered [Fellow](#) 2007

BCS [book](#) *Off-The-Shelf IT Solutions*, 2015

IREB [article](#) on requirements to buy not make, 2015

MIET [Member](#) of Institution of Engineering & Technology

ISEB Certificates in [SSADM](#), [IT Service Management](#) & [Business Change](#)

Durham [BA Honours](#) [Geography](#), 2:1

