

An experienced manager of people, budgets & projects as IT and management consultant. Martin connects customers, suppliers, users and IT, enabling C-level decision-making, often to commit serious resource to 'threatening' projects. After early 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 & systematic; 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 1992-2019

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](#), [Bewater](#), [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 professions ([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 **57** IT selections, interviewed **c790** staff to capture requirements and appraised almost **1100** 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

**FBCS** Chartered [Fellow](#) 2007

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

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

Associate of (ISC)<sup>2</sup>, passed [CISSP](#) July 2019

**TOGAF** [Certified](#), 100002492

**ISEB** Certificates in [SSADM](#) & [IT Service Management](#)

**Assoc** [CMI](#)

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

