



CONSULTANT PROFILE

Mark Newman

Project Management, Operations Management,
Outsourcing, Network Design, Business
Development, Change Management

BACKGROUND

- ✦ Applied Resourcing Ltd
2002-2005
Consultant
- ✦ Internetworking Strategies Ltd
2001
Director
- ✦ AT&T Solutions
1997 - 2001
European Client Director – JP Morgan
- ✦ Compass Analysis Ltd
1996-1997
Global Product Manager - Networks
- ✦ Paribas Capital Markets
1994-1996
Network Manager
- ✦ Natwest Bank plc
1988-1992
Chief Network Analyst
- ✦ UKAEA
1986-1988
Designer – Nuclear Diagnostic Systems
- ✦ Bristol University
1985-86
Postgraduate Research
- ✦ Whessoe plc
1981-1985
Designer – Nuclear and Cryogenic Systems
- ✦ University of Tyne and Wear
1978-1981
BSc Mechanical Engineering, 2:1 Hons

A senior IT professional with considerable experience in the financial services and telecommunications sectors, gained through a variety of roles within specialist technology firms and large corporate environments. Mark has devised and executed numerous high-value projects, predominantly within a networking environment.

Whilst managing pan-European teams, Mark has developed large-scale, business-critical networks both on an in-house and outsourced basis, utilising a wide range of hardware platforms and telecommunications services to meet stringent service levels and operational requirements.

A highly effective communicator with excellent organisational skills, broad technical understanding and a strong business focus.

ACCOMPLISHMENT HIGHLIGHTS

- ❖ Created strategic human resource plans for start-up technology organisations in EMEA, and sourced high-performing sales, marketing and technical personnel to fulfill key roles.
- ❖ Devised, developed and executed new service offerings centred on Managed Security Solutions, providing secure, high-volume, high-availability e-commerce gateways.
- ❖ General Manager for the European element of a global outsource of network services to a major US investment bank. Full P&L responsibility in excess of \$10M, including strategy, technology refresh, programme management, business development and operations management, together with vendor management on behalf of the bank for high-value telecommunication services contracts.
- ❖ Global responsibility for the development of network analysis tools and methodologies used for consulting assignments to determine the operational effectiveness and competitive value assessment of large corporate private networks. Developed best practise for the transition from SNA to heterogeneous network infrastructures.
- ❖ Assessed and implemented early adoption of leading edge voice and data switching and transmission technologies, including ATM LAN emulation systems. Managed global infrastructure to support critical trading systems and market data services.
- ❖ Responsible for fork-lift upgrade of retail banking branch network connecting 3,500 branches to data centres, call centres and corporate HQ. £5M project completed with near-transparency to branch environment. Subsequently managed the relocation of all network services to a new, dark-site data centre.
- ❖ Prior to his career in Information Technology, Mark worked in the nuclear and petrochemical industries as a design engineer for technically advanced, safety-critical systems.