

WILL RICHARDSON

Transformation Programme Director | Major Procurements | SC Security Cleared

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Location London | Available to travel | Immediately available

VALUE PROPOSITION FOR END CUSTOMERS & CONSULTING PARTNERS

Programme Director with rare dual perspective: 7 years leading £100m+ government procurements (IPA, HMT, Cabinet Office) + 2 years winning billion-pound contracts (Sopra Steria). I know what wins RFPs because I've evaluated them. I know what delivers value because I've led implementation.

Cost reduction expert driving efficiency savings through hyper-automation tooling (AI) and processes.

Professional Service Carve-Out Background. Client-side RFP Expert. Supplier-side Solutions Owner.

17 years' experience delivering complex change across government (Cabinet Office / HM Treasury / Major Projects Authority / Commercial Complex Transactions Team) and Financial Services (Barclays / RBS / Lloyds / Financial Services Regulator). UK Government Accredited Major Programme High Risk Reviewer with active SC level security clearance.

CORE CAPABILITY

Operations automation through business process re-design and technology implementation. Leading successful change through innovation, rigorous controls, stakeholder management and delivery focus.

DELIVERY TRACK RECORD

- Led the Procurements of +£100m technology services for UK Government |
- Designed the Continuous Improvement DevSecOps Solution for Sopra's bid for £1 billion gov contract |
- Created UK Government Major Projects assurance operation for 400B portfolio | Recovered HM Treasury flagship technology programme in 90 days |
- Won the Client-side partner contract for a UK gov major shared services programme (Matrix) and delivered the +£80 million business case and insource / outsource model assessment decision |
- Delivered Options Appraisal and secured funding for 3 x Major Programmes (c£300m) from HM Treasury |
- Led central government consulting team to drive IT disaggregation and technology value creation |
- Delivered the end-to-end carve out of Barclays PLC (c£20m spend, £1.6b Risk Weighted Asset reduction) |

WHY WORK WITH ME

- Multiple Major Procurements Delivered | Sales & Implementation | UK government insider knowledge |
- I understand the value of enterprise solutions to the end customer and can demonstrate the benefits
- Skilled service and solution designer with a back-ground in business process and operating model design |
- Deep expertise in Finance, HR, Procurement, Payroll, Pensions, Contact Centres |
- Strong market and product knowledge covering Enterprise Resource Planning (ERP), Customer Relationship Management (CRM), Robotic Process Automation, Artificial Intelligence (AI), Low-Code/No-Code and other enterprise level technologies |
- Proven best practice and expertise in project initiation, business case writing, approvals and delivery |
- I have developed an AI Agent Team which can generate educational and sales assets – available for demo |

CAREER HISTORY

PIVOT TO SUPPLIER SIDE OF PROCUREMENT – Winning Major Government Contracts

Rule Benders Academy (Start-Up) June 25 to-date



- AI-Powered Business Solutions Development | Developed proprietary AI agent team generating training materials, proposals, and sales assets | Available for client demonstrations. Covering disciplines including consulting, project management, analysis, solution design, and technology automation using Artificial Intelligence.



Sopra Steria. Strategic Sales Interim Programme & Solution Lead May 24 to June 25 (11m)

- Senior Solution Leader of Sopra's bid team to win a billion pound outsource contract with UK government.
- Management of prime sub relationships with partners and co-develop solutions.
- Designed the Continuous Improvement & Transformation Solution leveraging the latest ERP, DevSecOps

hyper-automation tooling, machine learning and Artificial intelligence to drive ongoing cost reduction and value generation. Supported the establishment of a new business unit to deliver the future services.

PIVOT TO UK GOVERNMENT CLIENT-SIDE: Leading Major Procurements & Transformation (2016-2023)



Matrix Programme. Interim Programme Delivery Lead April 23 to May 24 (14m)

- Major ERP and BPO Shared Service Programme: Objective, to combine the back-office operations of 9 central government departments including a common Enterprise Resource Planning System, and a business process shared service to drive cost reduction and efficiency. Acting as advisor to the Programme Director and Senior Responsible Officer.
- Won a competitive (Prime/Sub) tender. Successfully delivered the Matrix Programme Business Case (secured +£80m in funding) and Delivery Model Assessment (secured agreement from 9 depts) covering the future state insource outsource decision. Deployed a team of 7 resources including myself as the Delivery Lead.



Great British Maritime Economy Programme. Interim Programme Lead Aug 22 to Sep 23 (12m)

- Won a competitive tender to establish the Great British Maritime Economy Programme including governance, controls, workstreams, model programme office. Successfully led the production of the strategic outline business case and set up the programmatic vehicle to deliver the Maritime 2050 strategy covering the development of the UK maritime economy and the decarbonisation of shipping through technology and commercial innovation.



Cabinet Office Gov Business Services. Interim Programme Lead Jan 2021 to Mar 2022 (13m)

- Worked in the Shared Services Strategy Office successfully delivering Options Appraisal for 3 Major Programmes (Synergy / Matrix / HMRC) across 16 Gov Depts (securing 300m funding for c£1b benefits).
- Assurance and development of the resulting business cases ahead of Major Programme Authority Review.
- Led the commercial and procurement strategy for buying +£1 billion of technology and business process outsource services.



UK Gov Major Projects Authority (IPA/NISTA). External Consultant Apr 20 to Jan 21 (10m)

- Engaged directly by IPA leadership. Successfully delivered the new assurance operating model across UK government, created and replaced all public assurance products, and improved the rigour, quality and impact of assurance of government major programmes. Working closely with Treasury to improve project approvals process aligned to the Greenbook. Supported the initiation of a programme to re-develop the project delivery framework for UK government.



Cabinet Office. ERP & BPO Programme Director. May 19 to April 20 (11m)

- Set up a new programme to replace the existing Oracle ERP platform with a new cloud based technology and define the future operating model for HR, finance, procurement and shared services for the Cabinet Office separating them from a complex multi-department current state. Produce the investment business case and gained approval based on three to one benefit to cost ratio.
- Established the ERP procurement assessing major vendors (SAP, Oracle, Workday) and Systems Integrators.



HM Treasury. OSCAR II Recovery Project Director Sept 18 to May 19 (9m)

- Replacement of the Online System for Central Accounting and Reporting (OSCAR) for UK government. A Hyperion re-procurement and systems implementation. Engaged directly by the Treasury after conducting a review of the Project on behalf of the project authority post second red review in May 2018. I successfully move the project from red to green status in 3 months, improved the project controls, and resources, handed over and continued as an arms-length advisor until 2021.



Department for Environment Food & Rural Affairs (DEFRA) Jan 18 to Oct 18 (10m)

- Acting as a Project Director on the UK exit from the European Union Biosecurity & Food Programme which was highly complex and political with significant boarder implications and ministerial interest. Led the design

and delivery of 10 projects covering legislative and policy change, operational readiness, and technology change for day 1.



Cabinet Office. Interim Programme Advisor

Oct 16 – Dec 2017 (1y)

- Engaged by the Infrastructure Projects Authority (IPA), Government Commercial Function (GCF) and Government Digital Services (GDS). Led the Team tasked to provide government departments with expertise to support the disaggregation of monolithic service contracts and recover major programmes in areas including Operating Model, Commercial, Technology, Service and Project Management. Provided guidance to major programme Directors and Accountable Executives covering major procurements and contract renegotiations including big data platforms, a major P2P platform, a major network, and numerous service dis-aggregations.

Planned career break – Scuba diving Indonesia & Philippines May 2016 – September 2016 (5 months)

FINANCIAL SERVICES TRANSFORMATIONS (2008-2016)

Barclays Bank PLC. Carve Out Programme Manager Feb 15 – Apr 16 (1y)



- Responsible for the carve-out and separation of the Portuguese business including the retail, investment and non-core corporate businesses reporting to the Head of Divestment. Established and delivered the separation programme including governance, controls, workstream and project structure, supported by a big 4 corporate finance consulting partner.
- Portfolio Management of 20 workstreams and c150 Projects across a highly complex programme. Oversight of the delivery of the separation/integration, with direct delivery responsibility for the Global Payment Workstream, the IT Workstream, the Sourcing Workstream, the FinCrime Workstream, the Commercial Transitional Services Workstream and the Day 1 Cut-Over.

Barclays Bank PLC. Global Cost & Workforce Interim Manager Feb 14 – Feb 15 (1y)



- Responsible for establishing resource supply and demand processes, and workforce and cost trajectory planning. Procurement of cost/workforce planning systems (SAP BPS & Anaplan).

Barclays Bank PLC. Group HR / Procurement Transformation Feb 14 – Feb 15 (1y)



- Engaged by the Operations & Technology Office on an interim basis. Responsible for establishing resource supply and demand management processes, and workforce and cost trajectory planning and reporting directly feeding to the Executive Committee.
- Procurement of cost/workforce planning systems (SAP BPS & Anaplan). Responsible for hiring and procurement process controls, analysis, improvement proposals and approval process with senior leaders (Chief Information Officers, Chief Procurement Officer, Financial Controller).

PREVIOUS EXPERIENCE

Royal Bank Of Scotland	Regulatory Programme Manager	May 2012 – Feb 2013 (10 months)
Planned career break	Rock climbing expedition in Asia	November 11 – April 12 (6 months)
Financial Regulator	Portfolio Manager	January 2011 – November 2011
Royal Bank Of Scotland	Project Manager	June 2010 – December 2010
Planned Career Break	Backpacking - Australasia / South America	Dec 09 – June 10 (7 months)
Lloyds Banking Group	Project Manager	January 2009 – November 2009
Barclays PLC	Project Manager	April 2008 – December 2008
Empire Resources	Recruitment Company Owner & Director	July 2006 – February 2008
Recruitment Industry	Recruitment Consultant	July 2001 – July 2006

EDUCATION

- Accredited and SC Cleared Government Projects Authority (IPA) High Risk Reviewer.
- Methodologies: PMI, APM, Prince 2.
- GCSE & A-Levels – Richard Hale Grammar School.